The

# MANUFACTURING CONFECTIONER





E MANUFACTURING CONFECTIONER PUBLISHING COMPANY, CHICAGO 6, ILLINOIS

# D&O COSMO FLAVORS,

cosmo imitation flavor No. 108

**PEPPERMINT** 

OLCOTT, IMC. 100 YARICK STREET, NEW YORK 14, N. Y.

PAULANCI PHIA A T. ANNICA DE ANGELES

# the quality of your cambies



Armour makes sure that every egg is right. That's why every egg is broken out into a cup and individually inspected. It's this painstaking care of millions of eggs that assures you fine quality candies when you use Cloverbloom Powdered Egg Whites—candies with smoother, creamier texture.

#### This is Cloverbloom quality

From the selection of breakfast-fresh eggs to the spray-drying of the finished product—Armour guards the quality. Constant scientific tests are made. Armour's own exclusive process guarantees uniformity. Moisture is controlled to 2% at time of drying. Every trace of shell and fibre is removed. Every batch is uniformly clear and white. You can't buy better whites.

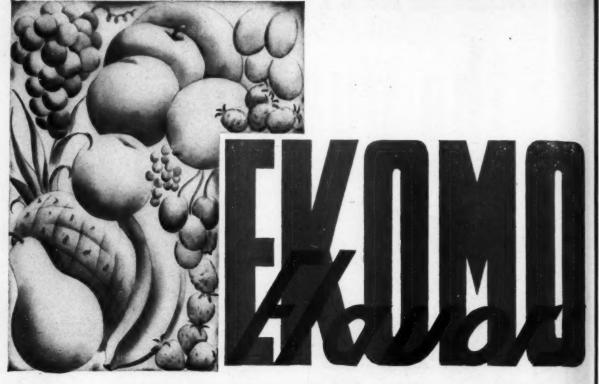
#### For quality candies, smoother and creamier

Cloverbloom Eggs assure you finest quality in your finished product and you save time and labor. Armour produces Cloverbloom frozen whole eggs, whites, sugared and 45% solids dark color yolks; spray-powdered whole eggs, whites and yolks. Uniform quality—no waste—ready to use when you need them.

# **ARMOUR Creameries**

UNION STOCK YARDS . CHICAGO 9, ILLINOIS





# for CONFECTIONE

CANDY making and PROFIT making become synonymous when you use EKOMO Imitation Flavors. Here is a popular group of flavors, suitable for use in a wide variety of confections, with a long and extraordinary record for economy and flavor fidelity to recommend it. Each item in the group is a superlative example of fine flavor making. Collectively, EKOMO Flavors represent a very practical answer to the confectioner's present-day need for a type of flavor that will produce the most appealing effects most economically. They embrace a large selection of flavors, all highly concentrated and easy to handle. Write us for further particulars if interested.

FRITZSCH

Re

MID

PORT AUTHORITY BUILDING, 76 NINTH AVENUE, NEW YORK 11,

BRANCH OFFICES and "STOCKS: Atlanta, Ga., "Boston, Mass., "Chicago, Ill., Cincinnati, Obio, Clevland, Obio, Dallas, Texas, Desroit, Mich., "Los Angeles, Calif., Philadelphia, Pa., San Francisco, Call., "St. Louis, Mo., "Toronto, Canada and "Mexico, D. F. FACTORIES: Clifton, N. J. and Seillans (Var), France.

May we enter your name for a copy of our new Flavor Catalog and Price List to be released shortly? A line on your letter-head, mentioning this publication, will insure you a copy.

# Manufacturing Confectioner



Read Wherever Candy Is Made

FOUNDER EARL R. ALLURED

PUBLISHER & EDITOR
P. W. Allured

MANAGING EDITOR
Clyde C. Hall

ASSISTANT EDITOR
Paul K. Cuneo

CLINIC SUPERINTENDENT

EDITORIAL STAFF NEW YORK

Adelaide Wonsetler

EASTERN MANAGER
William C. Copp

BOSTON OFFICE 99 Chauncy St. Boston 11, Mass. Liberty 0820

aordi-

item

oner's

ppeal-

on of

1871

nc.

ro, Calif.

TIONER

MID-WEST ADVERTISING MANAGER
Mel. B. Freeman

PACIFIC COAST REPRESENTATIVE

Hannon & Willson

412 W. Sixth St.

Hannon & Willson 412 W. Sixth St. Los Angeles 14, Calif. Tucker 4370

ENGLISH REPRESENTATIVE

L. M. Weybridge
21B Salisbury Rd.
Hove, Sussex



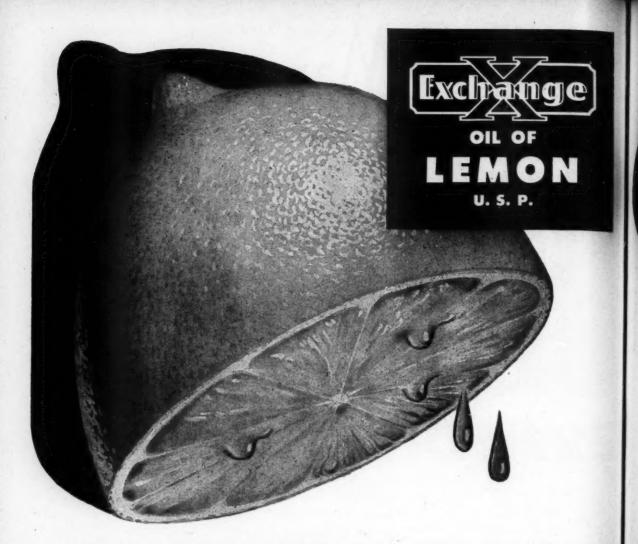
Pioneer Specialized Publication For Confectionery Manufacturers Plant Management, Production Methods, Materials, Equipment, Purchasing, Sales, Merchandising. **VOLUME XXVII, NO. 9** 

SEPTEMBER, 1947

#### IN THIS ISSUE

A NEW METHOD FOR PROPER TEMPERING OF CHOCOLATE	34
DRESSINGS FOR CANDY SLABS	40
KEY EXECUTIVES JOIN McPHAIL FIRM	41
THE MANUFACTURING RETAILER Fudge in Pie Plates Good Item at Zealen's	42
MULTIPLE FORMS SAVE TIME, LABOR AT JOHN HORNE CO	43
SWCA ELECTS SHORT PRESIDENT	44
REDUCE WASTE	45
FLAVOR REVERSION IN SOYBEAN OIL	47
TECHNICAL LITERATURE DIGEST	49
HOW TO HANDLE AIR SHIPMENTS By M. B. Crawford	50
LETTERS TO THE EDITORS	51
SALES OF BOX CANDY CHARTED	54
CANDY SALES GAIN 38% IN FIRST HALF OF YEAR	59
"M. C." BOOK REVIEWS	61
CANDY CLINIC	66
CONFECTIONERS' BRIEFS	76
NATIONAL FOOD DISTRIBUTORS ASS'N MEETS IN CHICAGO	82
SUPPLY FIELD NEWS	85
CALENDAR OF CONVENTIONS AND MEETINGS	90
CONFECTIONERY BROKERS	91
THE CLEARING HOUSE  Classified Advertising	94
ADVERTISERS' INDEX	97
CONFECTIONATELY YOURS	
2 11 4 2 11	00

Published Monthly on the 5th by The Manufacturing Confectioner Publishing Company, publishers of The Manufacturing Confectioner—The Bine Book—The Candy Buyers' Directory—Candy Merchandising. Executive offices: 400 West Madison Street, (Daily News Bidg.), Chicago 6, Illinois. Telephone FRAnklin 6369. Eastern Offices: 303 West 42nd Street, New York City 18, N. Y., Telephone Circle 6-8466; 99 Chauncy St., Boston 11, Mass., Telephone Liberty 0820. Publication Office: Pontiac, Illinois. Copyright, 1947, Prudence W. Allured. All rights reserved. Subscription Price: One Year 35.00. Two Years, 85.00. Per Copy, 35c. In ordering change of address, give both old and new address. Entered as Second Class Matter at the Post Office at Pontiac, Illinois, under the Act of March 3, 1879.



# OF A FRESH-CUT LEMON....

When it's *lemon* you want, Exchange is the Oil!

More than 80% of all the lemon oil used in the United States is Exchange Lemon Oil. This overwhelming endorsement by the trade is your assurance that Exchange

Lemon Oil delivers flavor . . . clarity and uniformity not found in any other Lemon Oil.

Always specify it by the brand name when you order — Exchange Oil of Lemon. And to insure your satisfaction, accept no other brand.

Distributed in the United States exclusively by

DODGE & OLCOTT, INC. 180 Varick Street, New York 14, N. Y.

FRITZSCHE BROTHERS, INC. 76 Ninth Avenue, New York II, N. Y.

Distributors for:

CALIFORNIA FRUIT GROWERS EXCHANGE
PRODUCTS DEPARTMENT, ONTARIO, CALIF.

Producing Plant: EXCHANGE LEMON PRODUCTS CO., CORONA, CALIF.

THE MANUFACTURING CONFECTIONE



Profit by our years of experience. Built, tested, and proved by a commercial bag manufacturer, the SHUMANN Bag Machine is practically fool-proof. It is fully automatic and ruggedly constructed for steady production. Operation is continuous—without lost time due to breakdowns.

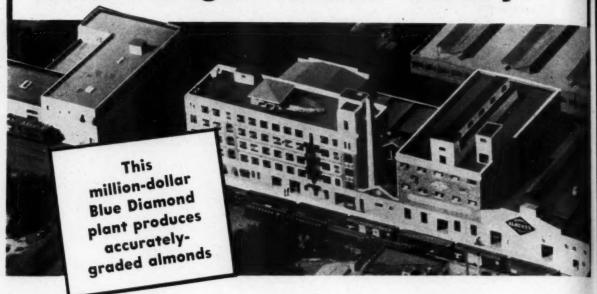
The SHUMANN Bag Machine makes bags with the "Crimp Seal" bottom for absolute moisture-proof and sift-proof protection. Handles all types of heat sealing materials. Makes either single or duplex bags, flat or gusset type, in any size from  $1\frac{1}{2}$ " x  $1\frac{1}{2}$ " to 12" x 16".

For perfectly sealed bags, with printing perfectly registered, and with lowest unit cost, investigate the SHUMANN Bag Machine. We will gladly arrange a demonstration to prove to you its many advantages. Write today for full information.

EQUIPMENT COMPANY Everything in Packaging 1238 E. Carson Street Pittsburgh 3, Pa.

ONE W September, 1947

# World's Largest Almond "Factory"...



### like these



NONPAREIL 18/20 (ACTUAL SIZE)



HONPAREIL 44/46

Blue Diamond Almonds are featured in hundreds of America's favorite candies. Here are 3 reasons why:

- ASSURED SUPPLY... more than 65% of the California crop is processed in this plant. The Exchange is America's No. 1 supplier of fine almonds... your best bet for sizes, grades, and specialties to meet your most exacting needs.
- 2. TOP QUALITY...it starts in the orchards...it's protected every step of the way through this spotless plant. Intricate machines provide accurately-sized nuts from 18/20 to 44/46 kernels-per-ounce and smaller. Skilled workers hand-pick them over and over again. They're clean...dust-free...no "bitters".
- DEPENDABLE SERVICE... Exchange volume-production assures a wide selection of sizes, varieties, and specialties.

For complete information call your local Blue Diamond representative, or write

### CALIFORNIA ALMOND GROWERS EXCHANGE Sacramento, California

A grower-owned organization entering its 38th year of continuous service, now marketing more than 65% of California's almonds.



ALMONDS ARE A \$100,000,000 INDUSTRY...

60,000 persons draw livelihood from production, processing, marketing

Lil

25

ter

wh



# meet the BLUE DIAMONDS

best friends a candyman ever had\*



A large portion of the Mission crop is shelled.

y: li-

ur et

98

cei

er

10

NGE

ONER

Since its flavor blends exceptionally well with chocolate, Mission sheller-run (illustrated) or whole-and-broken are favored for candy bars, brittle, toffee, nougat, and many types of "inside" work.

Like Blue Diamond size-graded almonds, Mission sheller-run is hand-sorted four ways and thoroughly inspected. Available in 25-lb. wax-lined cartons or 100-lb. paper-lined sanitary sacks.

Mission 30/32 (illustrated) is frequently used for almond clusters. Available in 100-lb. bags.

"Pieces" (illustrated) are attractively priced for candy work where ground almonds are required. Available in 100-lb. bags.

\*Friendly because they're clean, free of dust and "bitters", accurately size-graded. Blue Diamonds are hand-picked four ways to assure uniform high quality. They cost you less to handle.



Get the quality-facts from your local Blue Diamond representative, or write

CALIFORNIA ALMOND GROWERS EXCHANGE Sacramento, California

A grower-owned organization entering its 38th year of continuous service, now marketing more than 65% of California's almonds.



### BLUE DIAMONDS

nationally-advertised almonds from the world's finest orchards



NATURAL ANISE . OIL OF LEMON, ITALIAN . NATURAL CASSIA, CHINESE

These three popular imported oils are available now in the pre-war quality to which you've been accustomed. Immediate delivery can be made in unlimited quantities. USE THEM FOR Baking, Cooking, Custards, Icings, Fondants, Gum Drops and Hard Candies.

FOR PRICES SEND FOR CATALOG "A" on your company letterhead

BOSTON . HAROLD H. BLOOMFIELD CHICAGO . WM. H. SCHUTTE CO. CINCINNATI . WM. G. SCHMITHORST DETROIT . . . L. H. CARLSON LOS ANGELES . ALBERT ALBEK, Inc. PHILADELPHIA . . R. PELTZ CO.

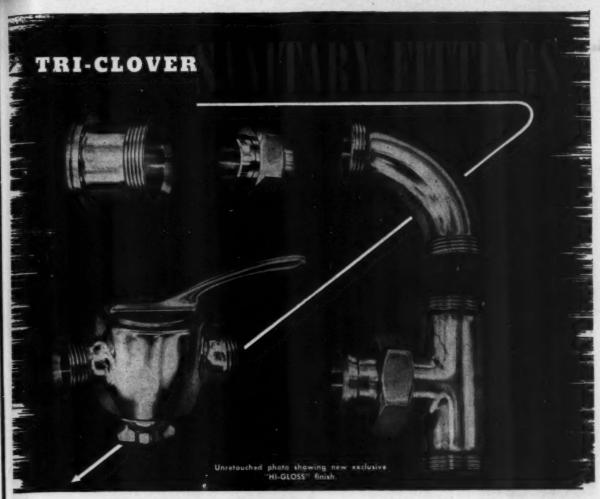
THOMPSON-HAYWARD CHEMICAL CO.
KANSAS CITY
AND CITIES THROUGHOUT MIDDLEWEST
MEXICO . . . EMILIO PAGUAGA
PRINCIPAL CITIES IN SOUTH AMERICA



119 WEST 19th STREET . NEW YORK 11, N. Y.

THE MANUFACTURING CONFECTIONES

for Sep



# ... made to perfection for your protection ...

Backed by over 25 years of intensive research and specialization, TRI-CLOVER stainless steel and Tri-Alloy Sanitary Fittings . . . Valves . . . Pumps . . . Tubing and Specialties represent the very highest quality. The careful, precision fabrication methods and strict adherence to sanitary standards responsible for this quality are both costly and time-consuming . . . but the superior, safe, long-term service obtained in thousands of actual installations prove beyond doubt that these TRI-CLOVER quality-control methods are well worth while . . . Look for the Clover!



TRIALLOY AND STAINLESS STEEL SANITARY FITTINGS, VALVES, PUMPS, TUBING, SPECIALTIES

FABRICATED STAINLESS STEEL INDUSTRIAL FITTINGS AND INDUSTRIAL PUMPS

THE Complete LINE

TRI-CLOVER Stainless Steel and Tri-Alloy Fittings designated and accepted as meeting the 3-A Sanitary Standards by the appropriate Committees of the International Association of Milk Sanitarians, U. S. Public Health Service, and Dairy Industry Committee.

2-C Bend	10-C Velve	
2-F Bend	13-H Hex Nut	
2-K Bend	14-R Ferrule	
2-P Bend	15-R Ferrule	
7 Tee	16-A Cap	
7-A Tee	30-F Angle Valve	
7-8 Tee	31-15 Reducer	
9 Cross	32-15 Reducer	
10-BF Valve	33-F Can Filler	

See your TRI-CLOVER JOBBER for complete details.

ECTIONER

# BURRELL



100% BURRELL installations in many of the industry's largest plants prove the superiority of BURRELL products. BURRELL belts are the result of years of experience and scientific engineering. Write, call, or wire for information and recommendations.

#### It is Profitable to . . .

Let BURRELL belting experience and the . . . 11 BURRELL stars help you!

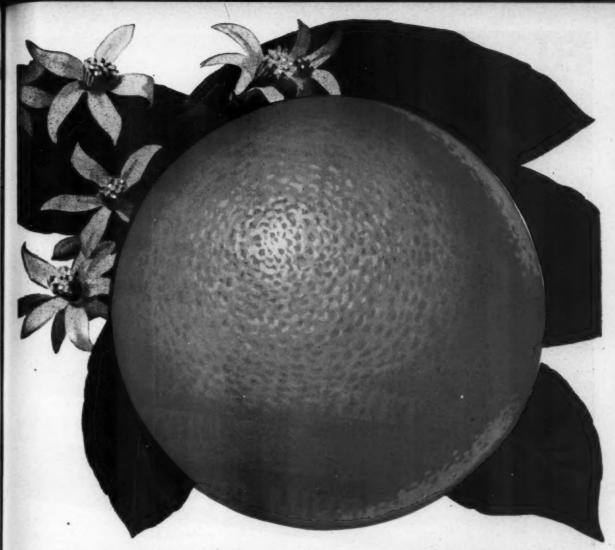
- \* CRACK-LESS Glazed Enrober Belting
- \* THIN-TEX WHITE Glazed Belting
- \* White Glazed Enrober Belting (Double texture; Single texture; Aero-weight).

  \* Packaging Table Belts (Treated and
- Untreated)
- \* V-Belts (endless)

- - \* Innerwoven Conveyor Belting
  - \* Batch Roller Belts (patented)
- \* Cold Table Belts (endless)
- \* Caramel Cutter Belts
- \* Feed Table Belts (endless)
- \* Caramel Cutter Boards

"BUY PERFORMANCE"

BURRELL BELTING CO. 401 So. Hermitage Av. Chicago



# THE WORLD'S FINEST ORANGE OIL

Made exclusively from oranges from the Sunkist Groves of California.

Exchange Oil of Orange gives you more real orange flavor, drop for drop or pound for pound, than any other orange oil.

Distributed in the United States exclusively by

DODGE & OLCOTT, INC. 180 Varick Street, New York 14, N. Y.

FRITZSCHE BROTHERS, INC. 76 Ninth Avenue, New York II, N. Y.

Distributors for:

PRODUCTS DEPARTMENT, ONTARIO, CALIF.

Producing Plant:
The Exchange Orange Products Co., Ontario, Calif.

Give it all your tests for quality, uniformity and strength. Then you'll buy Exchange Brand.



PFIZER QUALITY

CITRIC ACID

CREAM of TARTAR

TARTARIC ACID

SODIUM CITRATE

\* Chas.

Manufacturing Chemists since 1849

81 Maiden Lane, N. Y. 7, N. Y. 444 W. Grand Ave., Chicago 10, Ill. 605 Third St., San Francisco 7, Cal.



THE MANUFACTURING CONFECTIONER



# CENTROL LECITHIN will improve Your Chocolate

Proof that Centrol Lecithin in your chocolate gives you:

Quicker Flow Quicker Spread Greater Coverage Easier Handling

These photographs—taken in the total time of less than a minute—prove how much easier your chocolate will flow—how much more quickly it will spread and cover with the addition of Centrol Lecithin. Notice the smooth, free flowing consistency of the chocolate with Lecithin—compare it to the heavy, viscous character of the other.

You too can get these advantages. The advantages Centrol Lecithin can give you:

Better Gloss
Rapid Setting
Better Fat Dispersion
Longer Shelf Life
Uniformity of Coating

#### IMPROVED QUALITY AND SALABILITY

Find out how you can improve your chocolate with Centrol Lecithin. Write us today for our folder "Centrol Lecithin—What It Is and What It Does."

Centrol Lecithin production is controlled by rigid standards and specifications to a uniform high quality and is available in 25, 50, 125, 260 and 500 pound steel pails and drums.



RASPBERRY CHERRY

DELCA

imitation flavors

BUTTERSCOTCH

flavor

favorites

TOFFEE

MAPLE

GRAPE

RUM AND BUTTER

POLAK'S FRUTAL WORKS INC. 36-14 35th Street Long Island City 1, New York



# HOUNT HOUDAY HEADLINERS

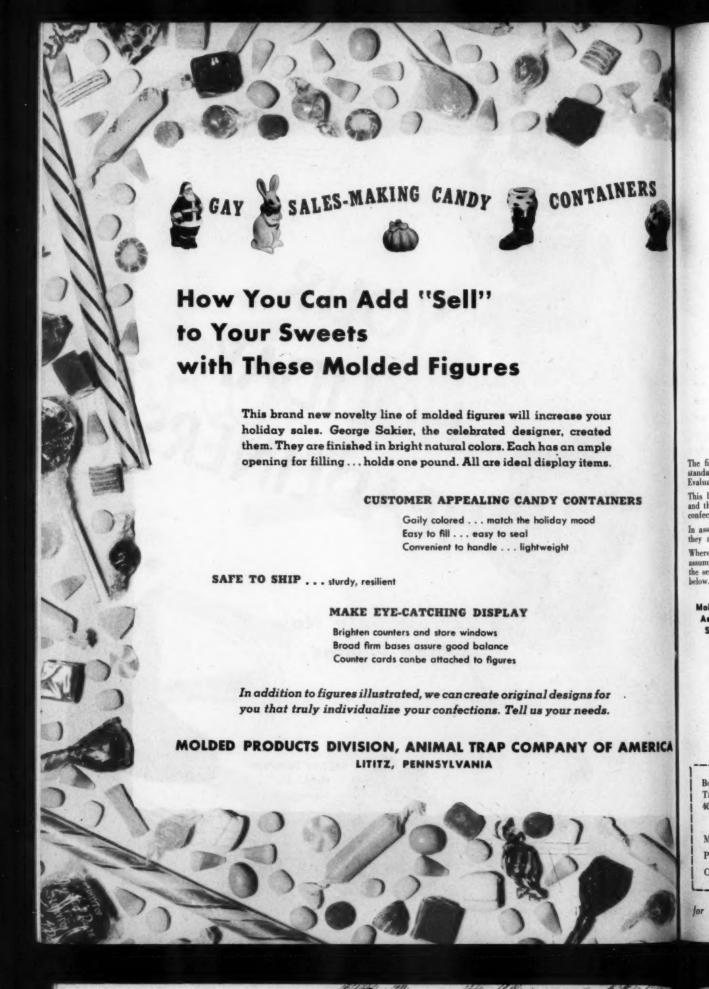
Refreshingly New Molded Figures . . .

TURKEY GOBBLER
Height: 7"



YULETIDE BOOT Height: 7½"





# CONFECTIONERY ANALYSIS and COMPOSITION

STROUD JORDAN, M.S., Ph.D.

and

KATHERYN E. LANGWILL, M.S., Ph.D.

\$3.50

The first two volumes of "Confectionery Studies" by Dr. Jordan, have acquainted the confectioner with everyday problems and with standards in effect at the date of publication. A practical and technical evaluation of chocolate products then followed entitled "Chocolate Evaluation". These three books were willingly received by the industry as valuable additions to the technical literature available.

This book, the fourth in the series, is being published by *The Manufacturing Confectioner*. Confectioners studies have been continued and this volume concerns itself, first with applicable data that cover the composition of basic raw materials as well as that of the finished confections in which they have been employed.

In assembling this volume reference is made to applicable methods. Where satisfactory methods of analysis are of general knowledge they are incorporated by reference. All specially developed methods and procedures are incorporated in detail.

Where reconstruction of formulas from analytical data is considered, we are dealing with a relatively unexplored field. Many basic assumptions have been made before actual formula reconstruction has taken place. The second part of this volume is used to consider the several confection groupings into which most confection types generally fall and full discussion of each follows. See Chapter Headings below.

Moisture (Ch. 1)
Ash (Mineral Matter—Ch. 2)
Sugars (Ch. 3)
Starches (Ch. 4)
Proteins (Ch. 5)
Fats (Ch. 6)

Colloidal Materials (Ch. 7)
Nuts and Fruits (Ch. 8)
Acids (Ch. 9)
Incidental Materials (Ch. 10)
Reconstructed Formulas (Ch. 11)
Hard Candy (Ch. 12)
Coated Candies (Ch. 19)

Sugar Cream (Fondant Ch. 13)
Fudge (Ch. 14)
Caramels and Toffees (Ch. 15)
Marshmallow (Hard & Soft Ch. 16)
Nougat (Ch. 17)
Gums and Jellies (Ch. 18)
Appendix

#### **BOOK SECTION**

### The MANUFACTURING CONFECTIONER

400 W. Madison St.

Chicago 6, Illinois

S47MC	Please Bill Me
	\$ Cash Enclosed
	For Noof Books.
ectionery Analysis and Composition	n."
ADDRESS	
STATE	ZONE
	ectionery Analysis and Composition COMPANY

ERICA

# REASONS

Here's a line of modern confectionery manufacturing equipment that will not only improve the quality of your candies, but soon pay for itself in saving both time and labor. Wire or write today for the Dubin catalog giving full details.

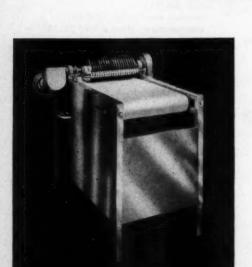


# DUBIN CHOCOLATE MELTER

Electrically, steam or gas heated. All models are thermostatically controlled. Insulated water jackets. Mixing arm is removed in a jiffy by

merely taking out a set screw. Three removable scrapers keep the center post, outer wall and bottom clean as

the mixing takes place. A handy gate valve allows the mix to be drawn off at any time. Ball bearing throughout. Stainless or rolled steel with enamel finish. Capacities: 125, 300, 500 and 1200 lbs.





# DUBIN CARAMEL CUTTER

A big time saving feature found only in the Dubin Caramel Cutter is the detachable cutting head. Cutters can be easily removed and replaced for cleaning or different size cuts. No knives to change. Cutters completely enclosed for sanitation and safety. All ball bearing mechanism. Two models: with and without stainless steel mechanism-enclosure. Twenty-inch cutting heads, twenty circular knives. Capacity 15 to 50 lbs. Diameter 3 feet.

# WHY YOU WANT THIS DUBIN EQUIPMENT



not oth

con-

hree nter

n as

indy

be be

ear-

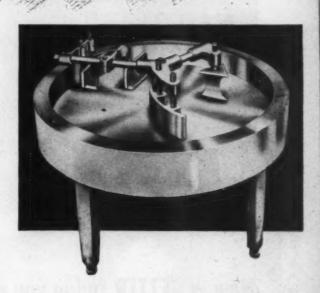
10

nish.

and

bin

or ters All ithnch Ideal for batches of straight or closely doctored fondant, fondant icings, fudge and similar confection. All steel construction with plow and scrapers of cast polished bronze. Exterior white enamel. Bed and cooler highly polished steel. Equipped with drain plug. Adjustable legs accommodate operator or uneven floors. Extremely quiet in operation.





# DUBIN HYDRO-LIFT FIRE MIXER

The mixing arm of the Dubin Fire Mixer swings off the furnace over a removable copper drip pan. Makes cleaning easy. Mixing head is lifted and dropped hydraulically. Furnace height is adjustable. Gears operate in bath of oil, assuring long life and quietness. Motor and all working parts enclosed for safety and easy cleaning. Place your Dubin Fire Mixer out of the way—close to the wall. Arm and head lift straight up. Operating space 3' x 4'.



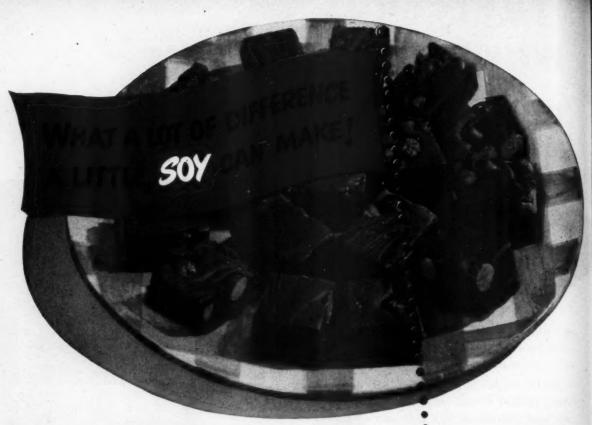
R. M.

DUBIN

CORPORATION

CONFECTIONERS' MACHINERY

2500 SOUTH SAN PEDRO STREET . LOS ANGELES II, CALIFORNIA



# Now-a BETTER fudge you can make easily-economically!

Soy flour just naturally belongs in many types of candy—because soy flour can offer plenty of practical advantages. For instance—soy flour can give you

- Increased richness
- Improved texture and flavor
- Longer shelf life
- Increased production
- Better fat emulsification
- Improved nutritional values
   —at no increased cost!

Staley's is America's Soy Headquarters—and all our experience is at your command to help you get better candy at less manufacturing expense. May we help you by showing you the many advantages of Staley's Soy Flour and what they can offer you?

#### FUDGE

40 lbs. Sugar • 30 lbs. Corn Syrup • 10 lbs. Evaporated Whole Milk • 4 lbs. Staley's Hi-Fat Soy Flour 1 lb. Edible Oil • 8 oz. Salt • 24 lbs. Fondant (80-20) 2 lbs. Frappé • 5 lbs. Chocolate Liquor (if desired) Vanilla flavor as desired.

To 5 qts. of water (cool or at room temperature) add the 4 lbs. of soy flour and stir smooth with a wire whip. Add 2 qts. more water and stir to a smooth suspension.

Place the soy flour suspension, the sugar, the oil and half of the corn syrup in the cooking kettle and bring to a boil. Add the evaporated milk slowly to the boiling batch and cook the batch to about 244° F. Turn off the hear, add the balance of the corn syrup and mix well. Stir in the melted chocolate liquor if desired, then add the fondant, the frappé, the salt and the flavor. Mix well and pour the batch into lined fudge trays.

A. E. STALEY MFG. CO.

Canadian Representative: James L. Doig, 6876 Sherbrooke Street West, Montreal 28, Quebec, Canada



## add to your sales

When flavor and taste have much to do with product sales, they can often be inareased by the use of Ethavan.

Bhavan is Monsanto's Ethyl Vanillin. It has long been a favorite with flavor manufacturers because of its distinctive flavor, and an aroma that is more pronounced, more intriguing, more pleasing. It has unusual staying power—both flavor and aroma last, even when subjected to high or lew temperatures in processing. More ecommical to use—approximately three times stronger than vanillin.

Specify Ethavan in your vanilla flavorings—its use can readily add to your sales. Samples available. Contact the nearest Monsanto District Sales Office, or write: MONSANTO CHEMICAL COMPANY, Organic Chemicals Division, 1700 South Second Street, St. Louis 4, Missouri... District Sales Offices: New York, Chicago, Boston, Detroit, Cincinnati, Charlotte, Cleveland, Birmingham, Houston, Los Angeles, San Francisco, Seattle. In Canada: Monsanto (Canada) Ltd., Montreal.

Baye. U. S. Pale Off.



SERVING INDUSTRY...WHICH SERVES MANKIND

for September, 1947

CTIONER

page 23



# your present whipping agent with Soyco for-results and costs!

THE attractive and delicious candies you see here were made with new and improved Soyco—the quality whipping agent.

We sincerely believe that this whipping agent, Soyco, is superior to the product you may now be using.

## Costs less than half as much as egg albumen!

Soyco is a whipping agent derived through carefully controlled physical and chemical processes. It replaces egg albumen on a pound-for-pound basis. Soyco is laboratory tested and checked to insure uniformity.

Soyco produces uniform results! Egg albumen, on the other hand, is not always uniform. It varies considerably in stability and whipping qualities. Soyco will not darken or discolor mazetta cream, nougat cream, nougats or fudges.

Soyco's invert action retards crystallization of the sugar – helps to increase the shelf life of fondants and sugar cream centers,

Soyco will beat up with invert sugar without water. Soyco will whip up in syrup equally as well as egg albumen.

These are reasons why Soyco is be-

ing used more and more in a wide variety of candies by leading manufacturers

Soyco is also being used to replace part of the egg albumen in other types ... such as short nougats, hand rolla, starch run creams, and light frappés.

Send for "Soyco Facts and Formulas," and order Soyco directly from Whitson Products today. (Soyco is packed in 100-lb. drums.)

#### SOYNUTS add taste and protein to candy!

Whitson's Soynuts are dry roasted, tenderized soybeans available as whole nuts, coarse or fine toppers. They contain approximately 37% protein!

Soynuts can also readily be blended with other nut meats—the bland flavor of Soynuts makes this combination especially palatable.

Priced from 111/4¢ to 13¢ per pound\*, depending on type and quantity purchased.

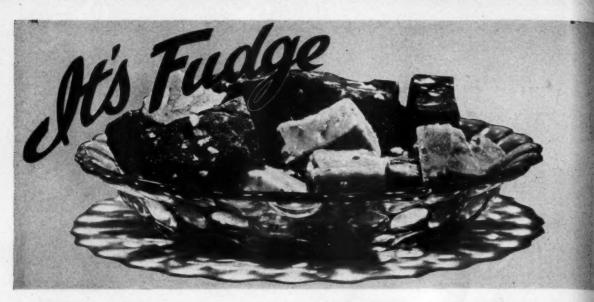
\*All prices f.a.b. Waterloo, Iowa. Subject to change.

Soyco

### THE ORIGINAL WHIPPING AGENT

WHITSON PRODUCTS. Division of The Borden Company.
350 Madison Avenue, New York 17, New York.
Canada Distributor: H. Lawton & Co., Toronto.





# with that natural butter flavor

# CLEARFLA

WHEN you want the very best in fudge you need the very best in butter flavor . . . Clearfla. For nothing can be finer than fine fudge rich in satisfying butter taste. It's a combination that's sure to please your customers.

The use of Clearfla results in better-tasting, better-selling fudge and candy because it is a crystal-clear distillate of pure dairy products—



not a synthetic. Always of uniform flavor it produces the same results every time you use it. Clearfia is as mild, sweet and fresh as a May morning. Its delicate buttery aroma and bouquet never grow flat or rancid . . . nor does it "cook" or "bake" out. Yet only one ounce of Clearfia equals 10 pounds of butter, in flavor. And the cost . . . a fraction of that of butter . . . without its costly storage problems.

Add Clearfla to your shortening or directly to your batch. Then watch your customers' pleasant surprise—and your sales rise. Use the coupon below for helpful details. W. A. CLEARY CORPORATION, NEW BRUNSWICK, NEW JERSEY AND CHICAGO, ILLINOIS.



CLEARFLA

W. A. CLEARY CORP	ORATION, Dest.MC New Brunswick, N. J Chicago, III.
Please send me CLEARFL	Å in Confectionery Products and Shortoning.
NAME	POSITION
COMPANY	STREET NO.
CITY	ZONE STATE

Standard



CONFECTIONERS

THE FOR SAMPLES AND FORM



CALIFORNIA FRUIT GROWERS EXCHANGE

400 W. Madison Street, Chicago 6, III.

PRODUCTS DEPARTMENT ONTARIO, CALIFORNIA

99 Hudson Street, New York 13, N. Y.

USED BY LEADING CANDY MANUFACTURERS THROUGHOUT THE WORLD

for September, 1947

IONER

DE

page 27



### RCA's Electronic Metal Detector used to speed final inspection of packaged candy

To eliminate any last element of chance from candy inspection, Peter Paul, Inc., Philadelphia, uses an RCA electronic metal detector to guard the high quality of its products.

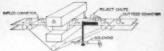
If metal is detected, a gong sounds and the conveyor stops automatically. A nearby operator at a candy filling machine removes the package in question and pushes the START button to resume normal operation.

#### SPOTS MAGNETIC AND NON-MAGNETIC METALS IN NON-METALLIC MATERIALS

This modern electronic equipment can spot every type of metal and alloy—magnetic or non-magnetic, regardless of its depth in the material. Reports on units in use for more than two years attest to its reliability—even in detecting particles as small as 70 thousandths of an inch in diameter! A plus benefit for the confectioner is the detection of carbonized sugar.

#### IDEAL FOR YOUR PRE-PACKAGING OR FINAL INSPECTIONS

Here's a unique opportunity to automatically safeguard the quality of your bulk or packaged goods...reduce lost production time... protect you against false claims of negligence... preserve customer good will. It will pay you to get complete information immediately. Write Dept. 128-I.



#### AUTOMATIC INSPECTION ON A CONVEYOR BELT

When metal is detected, hinged arm deflects the contaminated package into the reject bin.



#### AUTOMATIC INSPECTION ON A CHUTE

When metal is detected, the hinged vane (A) rises and rejects the contaminated package.



RADIO CORPORATION OF AMERICA ENGINEERING PRODUCTS DEPARTMENT, CAMDEN, N.J.

In Canada: RCA VICTOR Company Limited, Montreal

# No Matter How The Cards Fall



YOUR
BEST BET
IS
Veg-A-Loid

THERE'S no need to gamble any time with candy quality, for Veg-A-Loid's moisture control assures freshness, flavor, appearance, and smooth, tender texture.

You can count on maintaining or even increasing production because Veg-A-Loid permits the lowest ratios of short materials. You can make corn starch gums with little or no sugar; caramels with little or no fats and oils!

Your candies will stand aces high with customers if you use Veg-A-Loid in every recipe for:

CAST JELLIES • SLAB JELLIES • CARAMELS

CHOCOLATE-DIPPED JELLIES • PAN WORK

HAND ROLLED CREAMS • CAST CREAMS • FUDGES

Our Laboratory and Service Department are at your disposal.

Write for Recipe M



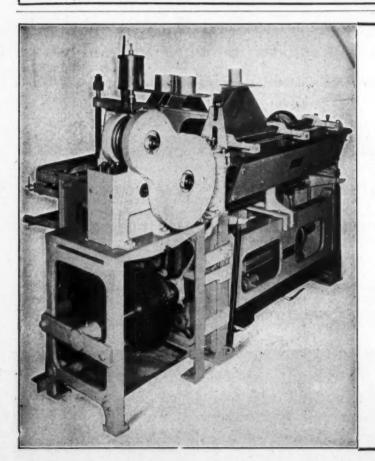
ONER

### Fine Quality Chocolate Sells Candy and Keeps Customers Satisfied



Merckens Chocolate Co., Inc., Buffalo 1, N. Y.

BOSTON, NEW YORK, CHICAGO, LOS ANGELES, OAKLAND.



# The Automatic Hard Candy Machine Model E

For producing all hard candies of spherical shape.

Balls

Kisses

Barrels

Eggs

Olives, etc.

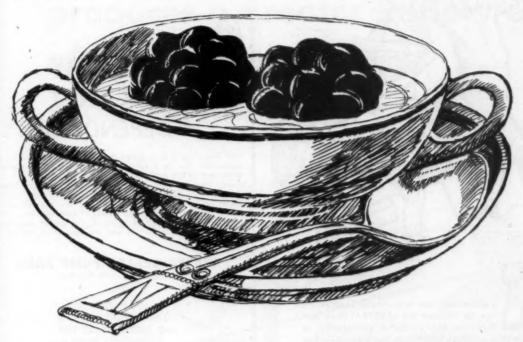
One operator spins direct to machine. Capacities 3000 to 10,000 pounds. Our Model E incorporates all the developments of previous experience

There is no Substitute for Experience.

John Werner & Sons, Inc.

ROCHESTER 13, N. Y.

# for rich...true...real new flavor appeal



# ...useNorda Raspberry

It tastes so good, and of course it should, because Norda Red or Black Raspberry Flavor has captured the true fruit zest of bush-fresh raspberries. Norda and Nature seem to know how to make raspberry good.

Try either fine flavor . . . better yet, try both . . . and see what you think yourself

Norda makes all the quality flavors you need, a complete line of genuine and fortified real fruit flavors, superior imitations, extracts and oils. Send for samples, and the new catalogue of Norda Flavors . . . without obligation.

Norda Essential Oil and Chemical Company, Inc.

601 West 26th Street, New York 1, N. Y.

CHICAGO . LOS ANGELES . ST. PAUL . MONTREAL . TORONTO . HAVANA . MEXICO CITY . LONDON

for September, 1947

ONER

page 31

# Follow the LEADER



n more than one way, these youngsters like to "follow the LEADER." Their enthusiasm for flavorful confections is equally as great as their normal love for games and adventure. They just naturally take to good fun and good flavor.

In your confections, there can be no more authentic flavor favorites than

> FLORASYNTH'S CONCENTRATED IMITATION CANDY FLAVORS

For Favored Flavor Try

FLORASYNTH'S

of IMITATION CANDY FLAVORS

LABORATORIES, INC. CHICAGO & - NEW YORK 61 - LOS ANGELES 13

DALLAS 1 . DETROIT 2 . MEMPHIS 1 . NEW ORLEANS 13 ST. LOUIS 2 . SAN BERNARDINO . SAN FRANCISCO 11

Floresynth Labs. (Canada) Ltd. - Mantreal . Torento . Vancouver . Winnipeg Floresynth Laboratories de Mexico S. A. - Mexico City

WHY **CANDY MANUFACTURERS** TURN TO MILL RIVER

# **PUMP BARS**

for

- \* ECONOMY
- \* EFFICIENCY
- **★ DEPENDABILITY**

Mill River Pump Bars assure better, faster, more accurate production due to precision manufacturing and separate inlet and outlet valves.

Candy flows freely from the tank directly into the pumps, thereby preventing clogging and assuring accurate weights. These heavy duty bars are made of the highest quality bronze with valve slides and pistons of stainless steel. They represent the outcome of years of engineering experience in building candy machinery and are superior to any bar on the market today.

#### WATER SEALED PUMP BARS

(No Grooves -- No Washers)

MOGUL DEPOSITORS SEPARATE DEPOSITORS AND SPECIAL BARS FOR CHOCOLATE WORK

All Sizes-

SINGLE-DOUBLE-TRIPLE-QUADRUPLE





Write Today Send for prices and description of these scientifically designed Mogul and Springfield Depositor Pump Bers.

338 Worthington Street, Springfield, Mass.

No other manufacturer produces a greater variety of edible vegetable oil products than

KONUT

CUSTOM MADE FOR NUT ROASTING



Konut is built for stability. It gives all types of nuts a longer shelf life. You have no off-flavor oils when Konut is used. Can be used over and over again, assuring peak economy.

A Product of DURKEEOne of America's Great Food Institutions?

A DIVISION OF THE GLIDDEN COMPANY

IONEP

25

rafe

# A Helpful NEW Method for Proper TEMPERING of CHOCOLATE

By A. T. NEWTH

IN THIS description of the new method of tempering chocolate, it might be well to define the terminology of certain words so that they may be clearly understood:

Seeding, crystallization and temper are synonymous. When you prepare a seed, you are merely crystallizing the coating, and this—when added to a kettle of melted coating below 92° F—introduces a crystal formation into the coating, and the result is temper.

This temper can be either fine or poor, depending upon the crystal formation of the seed. Fine temper denotes a small crystal formation made by developing a coating to a plastic mass without the use of cold water. Poor temper denotes an advanced stage of crystallization, and the crystals would be large and coarse. When a coating is referred to as being in a "livery" condition, it is in the advanced stage of crystallization and in poor temper.

#### Temper, Temperature Distinct

It should also be understood that temper and temperature are distinct and entirely different from one another. While it is quite true that coatings must be in a certain range of temperature before they can be tempered, merely lowering the temperature of a coating to, say, 90° F. if it is not seeded, will not make it suitable for dipping, as the goods dipped in this would dry grey or streaky. Yet if we lower the temperature of this coating to, say 84 to 85° F. and then raise it to 90° F., it will be satisfactory. This is because, by lowering it to the bottom temperature, we have seeded the batch and at such a degree we would have a semi-plastic mass with the formation of crystals.

The operating technique described in this article has to do only with the seeding method of tempering coatings and the drip feed method of operating coating machines. It is well to state here, that in order to be fully successful in using this method, certain conditions must be observed and maintained. The changes to be made, if any, in the machines, are warranted by the results obtained in the better appearance and longer shelf life of the finished goods. Many coating machines are so built that they contribute largely to the difficulties of operation, and it is these troublesome points in construction that should be corrected.

The reason for a new technique in tempering and operating coating machines is that something was amiss with the old technique. Almost everyone familiar with coating procedure has found times when the coating thickened to the point where additional hot coatings were necessary to thin it out. While the thinning out in this manner may have been accomplished, how about the looks and keeping qualities of the goods covered by this "thinned out coating"?

That we may better understand the *new* method of tempering coatings, it seems well here to review the climethod, so that we will have a comparison.

As a general rule we melted the broken cakes of costing at no particular or definite temperature, and who melted, reduced the temperature with cold water to about 84 or 85° F. and then raised it again to the desired dipping temperature.

By this process, we seeded the entire batch when it reached 84° or 85° F. with no definite crystal pattern, but seeded it nevertheless, so that we could dip and feel that the coating would set with a gloss of some kind and that we could pack this finished product.

As there is no way we can see, feel, or measure temper in coatings, the above procedure was purely an arbitrary one and had no control whatever as to the crystal pattern with which the batch was seeded. Also, little attention was given to the agitator speeds or to the coldness of the water used in the cooling process.

I have, under these circumstances, too often seen an operator run a small sample of goods through the coating machine and tunnel as a test to find out how such coatings set. This is prima | |acie | evidence of a lack of certainty on the part of the operator as to whether the coating was tempered or not.

What I hope to show in this article is how to temper coatings quickly and scientifically, how to be complete master of your operations at all times, and how to eliminate the necessity of running tests when you have seeded a batch.

#### Tempering the Coating

If the coatings received from the manufacturer are in good temper, they should be melted down at a low temperature (100° F.) instead of higher temperatures, A 10-pound cake of good temper will, when split in the center, show the same color and texture top to bottom, and the crystal formation will be very fine.

If the center of the 10-pound cake shows a coarse, grainy streak through the middle, this is evidence of poor temper. Higher temperatures (120° F.) will be required to remelt these coarse granules. A much longer cooling period to put in good temper will also be needed, of course.

There is no question that the lack of sufficient kettles and the need for fast preparation of coatings for use have been factors that contributed greatly to the poor tempering of coatings:

It should always be borne in mind that cold water is the worst enemy of coatings and that high speed agitation is no help, either. This is the reason we say that cold YOU Picked the Winning Flavor-Number?



of ten he o f coa about desire

hen i attera. nd feel nd and temper bitrary al patattenoldness

een an coating h coatof cerer the

temper mplete

elim-

seeded

are in w tem-

in the ottom,

coarse,

f poor

quired

cooling

ed, of

kettles

or use poor

ater is

itation

t cold

TONER

THE ATLAS CASES PROTECTS TOO

It's a lucky candy-maker who punches No. 1500...a number that's a winner every time! For you can't possibly take a costly gamble and buy a "pick-in-the-poke" when you put your money on H. Kohnstamm's No. 1500 line of ATLAS Imitation Flavors. On top of its field-proven uniformity, strength and heat-resistance, hard-candy manufacturers for years have banked on the exceptionally long shelf-life of this deliciously appealing group of flavors. And singled it out, too, for its desirable economy. One ounce flavors 100 pounds of candy. Whatever your requirements, there is an ATLAS flavor for every need. To prove these facts to your complete satisfaction, write us today.

#### LINE IMITATION FLAVORS (ALL HEAT-RESISTANT)

RASPBERRY GRAPE PINEAPPLE STRAWBERRY

ORANGE WILD CHERRY BANANA

APPLE PEAR LEMON LIME PEACH RUM

Trial Gallon ...... \$10.00 • \$9.50 per gal...... cases (4-1 gals.)

RUM AND BUTTER

Delivered from our nearest warehouse

### FIRST PRODUCERS OF CERTIFIED COLORS

TAMM & COMPANY ESTABLISHED 1851

4735 DISTRICT BLVD., LOS ANGELES 11 11-13 E. ILLINOIS ST., CHICAGO II 89 PARK PLACE, NEW YORK 7 ATLANTA . BALTIMORE . BOSTON . CINCINNATI . CLEVELAND . DALLAS . DETROIT . HOUSTON . INDIANAPOLIS . KANSAS CITY, MO . MINNEAPOLIS . NEW ORLEANS . OMAHA . PHILADELPHIA . PITTSBURGH . ST. LOUIS . SAN FRANCISCO

# IS YOUR CANDY MARKET REACHED?

Maybe you haven't even thought about it from this standpoint for some time now.

But the buyer's market is back again. Which means adequate advertising schedules are vitally important to reach your market, to support your product, and to help your salesmen.

Candy Merchandising's SELL-ective C.C.A. circulation reaches 10,000 volume buyers of candy, is the largest in the field, will help sell your market. Streamlined, digest-sized, "C.M." will direct your sales message to the right people economically, efficiently. Reservations for next issue until September 25.

### CANDY MERCHANDISING

Bimonthly merchandising issue of The Candy Buyers' Directory. CCA circulation of 10,000 volume buyers gives you thorough, comprehensive coverage of the entire candy market. For further information, write

# CANDY MERCHANDISING

400 W. Madison St. Chicago 6, Ill.

jacket of coatings of an exbution t

From having of the p
When cakes of warm the so hot, ings his at 100°

It sh receptive low 92° Introd When method

pounds and mifour or ate par by han the cothe wh Coat definite the ear

Afte

are red describ

of the

be sto

stage o

Defin

is to e

it over

stage Wh

should and c

The C

14 r.p

riser. they

lines.

Tuni

enter

coolir

which

Jor S

Wh

water should not be permitted to flow steadily into the jacket of the melting kettles. So-called quick cooling of coatings is nothing more or less than a deliberate abuse of an expensive ingredient and is also the major contribution to a short shelf life.

From the above you can realize the importance of having plenty of equipment for tempering, if the need of the plant calls for large amounts of coatings.

When melting kettles are filled with broken 10-pound cakes of coating, the steam should be adjusted so as to warm the water in the jacket. Do not allow it to become so hot, however, as to raise the temperature of the coatings higher than 100° F. When temperatures are kept at 100° F., it does not require so much water or time to reduce them to dipping temperatures (90° F.).

It should also be remembered that coatings are not receptive to seeding or crystallization until they fall below 92° F. in temperature.

# Introducing the Seed

When the coatings are cooled to 90° F., there are two methods of introducing the seed. One is to grate a few pounds of coating from a well tempered 10-pound cake and mix into the batch. The other method is to take four or five pounds of the melted coating and in a separate pan, without the use of cold water, work this down by hand into a plastic mass. Add this to the balance of the coating in the melting kettle and mix well. Thus the whole batch will be seeded and ready for use.

Coatings seeded as detailed above will have a very definite crystal formation and will be in what is called the early stage of crystallization.

After seeding one kettle of coating, sufficient seeded coating to start with is available. If the temperatures are reduced in all of the remaining kettles in the manner described above, you can seed them all by adding some of the coatings from the first kettle and mixing in well.

As each kettle is seeded, the agitator or stirrer should be stopped. Continued agitation tends to advance the stage of crystallization.

### Definite Crystal Pattern

The whole point in handling coatings in this manner is to establish a definite crystal pattern and to maintain it over a period of time or until the coating is used up. In other words, seek to hold these coatings in the early stage of crystallization.

Where automatic tempering devices are used, these should not be permitted to inject live steam one minute and cold water the next. They should be so regulated as to maintain an even temperature at workable levels as outlined above.

# **The Coating Machine**

Here, too, all agitating speeds should be reduced to 14 r.p.m., and this also means the agitator in the pump riser. Pumps should be large and of slow speed, so that they will lift rather than force the coatings through the lines. This is to avoid friction heat which will require more cooling if allowed to persist.

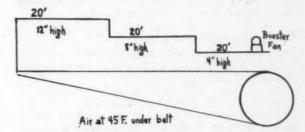
# **Tunnels and Cooling**

When the dipped centers leave the coating machine to enter the tunnels, the first real need is for quick bottom cooling. This can be accomplished either (1) by installing a water cooled slab of six-or-eight-foot lengths over which the belt travels or (2) to have cold air enter the

tunnel under the belt at the coating machine end at about 40° to 45° F. This cold air should be well baffled so that it will not blow on the goods on the belt.

Entering the tunnel, the goods should receive a light waft of air at 70° F. for the first 15 to 20 feet. The next 20-foot run could take colder air (60° F.) and a heavier blast of air, and the balance of the run could stand 50° F. air and a heavy blast. Relative humidity in the tunnel should not exceed 55°.

To accomplish a diffusion of air such as suggested here, the tunnel should be constructed according to sketch shown.



This presupposes a 60-foot tunnel arranged in 20-foot sections. Any tunnel can be arranged in this manner by using insulating board to regulate the height inside each 20-foot section.

# The Bottomer

Having no other tempered coatings than those in the coating machines, it will be necessary to supply the bottomers from this source. Again you will find that an improvement in operation will result by the use of a fine tempered coating in this piece of equipment, because of the fluidity of the coating and its more rapid cooling quality.

The bottoming tank should be kept warm so as to overcome the loss of heat in the coating due to its exposure to the air in the thin film on the drum.

# **Cooling Table**

The length of the cooling table should be governed by the speed of the coating machine. The longer the cooling table, the better in every instance. The temperature of the water used here can be as low as desired with no ill effects resulting from cold at this point.

Sweating of these tables can be overcome by applying a coat of pipe joint paint to the under surface into which is pressed a fine ground cork. Insulating these tables in this manner prevents trouble with slipping belts and is always recommended where sweating occurs.

With a coating machine so equipped and the starting coatings in the melting kettles prepared as described above, then hang over the coating machine tank opening some type of container with a slide valve control, by means of which you can drip into the coating machine tank virgin coating at about 94° F. after having about half filled the coating machine tank with the seeded coatings from the melting kettles.

A virgin coating is merely one that has not been seeded. This is prepared exactly as outlined above for seeded coating but do not reduce the temperature below 94° F. for drip feeding.

The virgin coating should drip into the coating machine tank at the same speed as the coating in the tank is being used up on the centers, thus maintaining an even level of coating in the coating machine tank. The seeded coating in the machine will seed the virgin chocolate dripping into it. Very little, if any, cooling or heating will be necessary in the coating machine tank.

Coatings can also be handled at top dipping temperatures (90° to 91° F.) and will be in the maximum fluid stage when handled in this manner.

It can be seen from the above that it will not be necessary to seed other than the starting kettle of coatings or whatever amount of coating is necessary to start the machine or machines to be used.

All of the above temperatures refer to dark coatings. Milk coatings can be handled in the same way by reducing the temperatures 2 to 4 degrees F.

# The Melting Kettle

Any good double jacketed kettle is suitable for melting down coatings. These should be water jacketed and can be heated by either gas or steam.

The agitating speed should never be more than 14 r.p.m. and should scrape bottom and sides clean. The only horizontal blades necessary are one at the bottom and one at the top, connected to the side blade or scraper. This permits the broken cakes of coating to float easily and freely and makes for faster melting than if carried round and round the kettle by intermediate horizontal blades.

Water for cooling should never be below 70° F. if permitted to flow into the jacket steadily. If colder water is used, this should be turned on for a few seconds and then turned off when kettle jacket feels cool to the hand. Cold water should never be permitted to flow constantly into this jacket for fear of forming a crust on the sides of the kettle. Crusts so formed are scraped off into the batch and all the coating is thereby seeded with a poor crystal formation, which should be avoided.

### General Application

We have attempted in this article to give the theory back of this new tempering and enrobing procedure. Larger plants can easily elaborate on the equipment suggested here, such as superimposing over the coating machine a melting kettle in place of the tank for feeding coating into the machine. This is in the hands of each plant manager to change as he sees fit.

We do want to caution, however, against certain abuses of both theory and practice which are prevalent where several grades of goods are dipped in the same coatings.

If a coating is put in fine temper, it is automatically in its most fluid stage. If you cover centers with this coating and find you are putting on 30 per cent coating, you cannot use this same coating to dip 40 per cent unless you change the temper. To do this you have to advance the stage of crystallization and it could well be to a point which might nullify all the care taken with its preparation. It is far better to obtain a coating that will dip the heaviest percentage required and to thin this coating when lighter coverage is desired.

In other words, bear in mind that you are dealing with a controlled stage of crystallization. If a change is made in the viscosity of the coating, you no longer have that control. It is, therefore, necessary that you firmly establish in your own mind what is fine temper. Having done this, do not permit of its disturbance for reasons of expediency.

In the former method of tempering coatings, little if any heed was paid to proper control of crystallization, which after all is temper. Tempering all the coatings in the melting kettles and continued agitation of the throughout the day caused varying stages of temper in the coating as the day progressed if the coatings were not used up quickly. It is not to be wondered at, if a some point during the day, the stage of crystallization was so far advanced as to result in thick, livery coatings because of this treatment.

# **Hold Temper at Even Stage**

Therefore, if you start with a definite crystal pattern in the morning and permit your coating machine to be only partially filled with such coating, and add to this a virgin or non-seeded coating, you are holding this temper at an even stage and not permitting it to advance or get out of control.

Coatings handled in this manner are also in their most fluid stage, and even coverage is assured on the centers for the entire run.

Many experienced operators are confounded when told they can dip at 90°-91° F. and properly cool such good in tunnel temperature not below 50° F. But when temper is controlled as outlined herein these are facts which prove themselves.

Once an operator becomes familiar with this method of operation and sees the results obtained and the east of operating, he will not want to change.

# Revolutionary Methods Seen

During each war period we see emerge men who are production geniuses. We can, therefore, expect to see revolutionary methods installed in our own industry during the next few years. Management is presently thinking of economies in the handling of raw materials. Liquid sugar or dry sugar in bulk delivery is being talked of and demanded in many sections of the country.

This is the natural result of wartime thinking and the speed-up in production, a field in which we as a nation have no equal. With conversion to peacetime pursuit, we must not give up the things learned while under pressure of war, but rather apply them to our present day needs.

We can look for a change in our higher priced hand dipped lines. With the costs of raw materials so high economies in production will be sought after. More of these lines will be machine dipped than ever before and, with the excellent automatic stroking devices now available, will simulate hand dipped goods so closely as to be readily acceptable to the trade.

# Hand Dipping

If cold water and rapid agitation are not desired for machine coatings, the same is true for hand dipped goods. And this theory of cold being an enemy of melted coating should be extended to every place that cold comes in contact with coating, except on the bottomer.

For instance: What about the dipper's slab early in the morning? Does she warm it up or does she scoop out a handful of coating and slap it onto the cold slab and commence to temper it and when ready, start to dip? Is there really any difference between the crust formed by this hand method, and the crust formed on the side of the tempering kettle by the use of cold water? Is not the seed built by hand in this manner equally as had as the one in the tempering kettle? Perhaps not quite, as the hand dipper does not get all of the crust off the

dippir a virg the da Ren tempe be qui

dab i

forme fill a c And in ain

1

t

(

I

a T F

she wi

she is

coating percent same coage ma I was fexible a maximum fin

you him ing, you which a tion to the stage coating cent, it it dip 4

it dip 4
may se
lie you
to the u
goods l

temper seen. I where a stretche

for Sep

dab into the coating, but it is still bad enough to be a very poor temper with which she starts.

ings in

them

nper in

s were

it, if #

lization

oating

pattern

e to be

this a

temper

or get

ir most

centers

nen told

h goods

temper

which

method

he case

who are

t to see

industry

resenth

aterials

s being

country.

and the

a nation

pursuit,

der pres

sent day

ed hand

so high. More of

ore and

w avail-

ly as to

sired for

dipped of melted

hat cold

tomer.

early in

he scoop

t to dip?

t forme

the side

iter? b

ly as bad

not quite,

st off the

ECTIONE

Why not then, have a lamp of low wattage under the dipping table to keep it warm and from then on supply a virgin coating at, say, 90-92° F. to her the balance of the day.

Remember a chocolate can be virgin chocolate at these temperatures as long as it is not seeded, although it can be quickly seeded when it is below 92° F.

Teach a dipper to handle coating in this manner and be will turn out good work all day long. At night when so is through, you can take away in a teacup the crust formed on the slab. Under the old method it will half fill a coal hod.

Another matter which should be given consideration in aiming for perfection is the viscosities specified for

# **Additional References on Chocolate**

**F**OR VALUABLE additional references on chocolate, manufacturing confectioners will find the following articles and books helpful:

"Confectionery Analysis and Composition," by Dr. Stroud Jordan and Dr. Katheryn E. Langwill. Published in 1946 by THE MANUFACTURING CONFECTIONER.

"Chocolate Conditioning for Improved Gloss for the Enrober," by Dr. Leo Freundlich. June, 1946, issue of THE MANUFACTURING CONFECTIONER.

"Automatic Temperature Controls for Chocolate Coating of Confectionery," by Charles Overly. June, 1946, issue of THE MANUFACTURING CONFECTIONER.

"Chocolate Tempering in Hand Dipping and in Drip Feed Enrober Operating," by A. T. Newth. August, 1946, issue of THE MANUFACTURING CONFECTIONER.

coatings. All too often a dipper is asked to put a certain percentage of coating on centers and then later, using the same coating, either to decrease or increase this percentage materially. (This is also true of machine coatings).

I want to state that chocolate coatings are not that fexible. A properly tempered coating is a coating with a maximum of fluidity for that particular coating. If you find it will dip centers with about 30 per cent coating, you will have to do something to it to make it dip 10 per cent. This will mean thickening it by cooling, which actually means increasing the stage of crystallizaon to the point where it will dip that heavy. Advancing he stage of crystallization only means one thing: if the mating was in fine temper when it was dipping 30 per cent, it is no longer in fine temper when trying to make t dip 40 per cent. And while these goods at 40 per cent may set up and look satisfactory in the plant, therein he your reasons for quick greying pieces when exposed to the up and down temperatures encountered when your goods leave the plant.

The same common sense regarding coatings and their temper should be used that is applied to things actually sen. No one would think of using a 10-foot plank where a 15-foot one was required; and it could not be stretched to do the job. Apply this same logic to coat-

ings. Even though you cannot see or measure temper,

it is possible to know when you have it.

The idea that kettles in a plant must be kept full of tempered coatings is a fallacy. The only tempered coatings needed in any plant are those on the dipping slab and in the coating machine. These will seed the coatings added to them if they are the right temperature. If started with a correct seed, you will maintain it all day long if a virgin chocolate is added to it.

# **Cooling Methods**

Hand dipped goods can and should stay in ordinary dipping room temperature until the last piece on the plaque has taken on the set that forms in about two minutes after dipping. This looks like a thin shiny film. When this appears, it should then be ready for somewhat cooler temperature and moving air, or if the room itself is cold enough, it will properly set at room temperature (60-65° F.). Low temperatures are no more favorable here than in coating machine tunnels.

Bottom cooling is again of major importance in hand dipped goods. The metal plaque is favored over the old type wooden plaque that holds the heat too long. If it could be arranged so that cold air would blow on the bottom of the plaque, and not in any way touch the goods or the dipper's slabs, an ideal condition for hand

dipping would result.

Such a condition would contribute in a great measure to the contraction of the bottoms, which is exactly what should be sought from well tempered, properly cooled goods. When such contraction occurs, the bottoms will be shiny and leave the dipping paper clean. One of the best indications of either poor temper or poor cooling in either hand or machine work, is the dipping paper. If this paper remains clean and free of chocolate, you can feel pretty certain your technique and conditions are working well.

Best results with low fat coatings are obtained when these are handled in the higher range of temperature,

between 90° F. and 92° F.

### Points to Remember

1.—It is not necessary to seed or temper any coatings other than those necessary to start with.

2.—Do not use cold water at any point in your work except on the bottom cooling slab, or on the bottoms when passing from wire belt to tunnel belt.

3.—Do not allow the agitator to run continuously in a kettle of coating that is seeded. Also, do not allow any agitator to run faster than 14 r.p.m.

4.—Do not permit low temperature air to strike newly

dipped goods.

5.—Always melt coatings at the lowest possible temperatures so as to prevent lost time in cooling them down.

6.—Do not expect to find all 10-pound cakes you receive properly tempered. Allow time for this in your handling of coatings.

7.—Do not expect to get results if you use only part of this technique. Each step is an integral part of the whole and must be combined to achieve results.

8.—And—most important—do not forget that this technique works in practice and is not just a theory. It is daily being used in many plants, and in all of these the finished goods have shown decided improvement and longer shelf life.

9.—Once this technique is mastered by an operator, his working day is made much easier and shorter. The need of the operator reporting an hour earlier to prepare

his coatings in the morning is eliminated.

Jur September, 1947

# Dressings For Candy Slabs

# By H. H. HALL and FRED J. FAHS\*

Agricultural Chemical Research Division, Bureau of Agricultural and Industrial Chemistry. Agricultural Research Administration U.S. Department of Agriculture, New Orleans.

The desire of the confectionery industry to use only nutritious ingredients in its products has resulted in the inauguration of a search for a dressing for candy slabs to replace mineral oils which have been in use by the industry for many years. Study of possible nutritive lubricants is being conducted under the cooperative research project of the National Confectioners' Ass'n. and the U. S. Department of Agriculture on the possibilities of using diverse agricultural products as ingredients of candy. Although the search for a replacement slab dressing has been under way for less than one year, it is believed that a report of results to date and a statement of the requirements for a replacement dressing, together with the methods used, will be of interest and assistance to others who are concerned with the development of such products.

# **Properties of Slab Dressings**

Although no attempt has been made to formulate specifications for an acceptable slab dressing, it must obviously possess certain properties in order to meet the requirements of regulatory agencies and the confectionery industry as well. The primary purpose of a slab dressing is to serve as a lubricant on slabs and surfaces on which candies are worked for graining the sugar, incorporation of ingredients, and cooling. In order for a dressing to be acceptable, it must satisfy a number of requirements, inasmuch as traces of it will adhere to the candy. For this reason the following properties are considered essential for a product to be used as a slab dressing:

1.—The product must be acceptable as a food.

2.—The product should preferably be a colorless, odorless, and tasteless liquid and of such fluidity and interfacial tension that it is easily distributed and retained in a film over the slab surface.

3.—The product should not become discolored by heat on the slab or on candy during storage.

4.—The product must not undergo oxidation or polymerization on the slab or on candy during its shelf life; neither should there be any reversion of flavor or crystallization of its components.

While there may be other properties which are considered essential for specific purposes, the above are the most important from the standpoint of the major segment of the industry. It is on the basis of these prop-

erties that experimental work was undertaken on the development of test methods and the evaluation of a number of potential slab dressing materials. Table oxyg cand and

Meth

Soybe Soybe Soybe Soybe Soybe Soybe Soybe Soybe Corn Corn

Corn

Corn

Corn

Pean Pean Pean

Peca

Peca

Peca

Whe

num

cidi

per T

ranc

31

bety

inte

of c

not

how

oxio

bilit

was

met

amo

soul

refu

valu

diffe

se a

are

vari

nun

pro

this

I

T

Following preliminary experiments, methods were adopted for testing each dressing on hard candy and, also, in the case of oils, by the active oxygen method (1). In conducting these tests unflavored and uncolored clear hard candies are worked on a steel slab coated with the dressing. When the candies are cooled, several 4-ounce friction top glass jars are filled and stored at 80° F, and 100° F, for observation. Usually multiple samples are stored in closed and open containers in dark chambers, and in open chambers exposed only to diffused daylight. The keeping quality of the dressing is determined in these experiments by organoleptic tests (odor and taste) every two or three days until changes are noted and daily thereafter. The dressings are considered to be stable until there is definite development of rancidity or other objectionable change.

# Active Oxygen Method

In the active oxygen method, by which the stability of oils is determined, air is bubbled at a constant rate through a tube of oil heated at 207.8° F. (97.7°C). This accelerated method permits quantitative measurement of the stability of the oils per se, and with various added antioxidants, by determination of the peroxide values. Peroxides are formed as the result of oxidation of the oils. Since oils from different plant sources are known to possess different stability properties, this method was used in conjunction with the hard candy storage technique to determine whether definite relationships might exist between the two results, thus permitting use of the more rapid active oxygen method for screening the various oil samples.

# Results of Tests

The following vegetable oils have been included in stability studies: Corn, soybean, peanut, pecan, wheatgerm, coconut, grapefruit seed, and orange seed. Four trade named oils likewise included as special oils are either mixtures of several oils, hydrogenated oils, or brominated oils. A synthetic triolein, ethyl stearate, ethyl laurate, and ethyl myristate have also been included in the tests. Tests have been completed or are in progress in which the oils per se and with 0.1 per cent nordihydroguiaretic acid (NDGA) and 0.1 per cent wheat-germ antioxidant (WGA) were used.

Although tests have been completed on only a relatively small number of sample oils, the results are given in

<sup>&</sup>lt;sup>1</sup>Wheeler, D. H., Peroxide Formation as a Measure of Autoxidative Deterioration. Oil and Soap, 9, pp. 89-97 (1932).

<sup>\*</sup>Candymaker, National Confectioners' Assn. This informative article is Agricultural Chemical Research Division Contribution No. 213.

Table 1 showing stabilities by the hard candy and active oxygen methods. The stability of the oils in the hard candy tests is given in days for samples stored at 80° F. and 100° F. in closed containers in dark chambers. The results obtained by the active oxygen method give the

Table I

Stability of Vegetable Oils by the Hard Candy and Active Oxygen
Methods.

	Stability on Hard Candies—Days			Stability by Active Oxygen Method		
Oil	Rancid 88° P.	Rancid 100° F.	Rancid Hours Mil	Peroxide Values limoles/kg.		
Soybean (No. 1)		6	. 6	44.1		
Soybean +0.1%NDGA*		6	9	30.3		
Soybean +0.1% WGA**	. 9	6	9	40.3		
Soybean (No. 2)	.13	6	8	46.5		
Soybean +0.1%NDGA	. 13	6	12	38.3		
Soybean +0.1%WGA	.13	6	14	28.8		
Soybean (No. 3)	.20	6	211/4	34.9		
Soybean +0.1%NDGA	. 20	6	211/4	27.8		
Sovbean +0.1% WGA	.21	6	233/4	34.3		
Corn (No. 1)	.16	6	29	43.8		
Corn +NDGA	.20	6	29			
Corn +WGA	. 16	16	29	23.5		
Corn (No. 2)	. 20	34	29	31.3		
Corn +NDGA	.25	41	29	*****		
Corn +WGA	.25	34	29	******		
Peanut	. 13	6	431/4	51.4		
Peanut +NDGA	.13	34	****	*****		
Peanut +WGA	.13	6	481/4	64.1		
Pecan		6	16	17.1		
Pecan +NDGA	.13	6	181/2	28.7		
Pecan +WGA		6	21	19.5		
Wheat Germ		13	Not de	etermined		
Wheat Germ +NDGA		20	due to	color of		
Wheat Germ + WGA		9	oil			

\*NDGA=Nordihydroguiaretic acid. \*\*WGA=Wheat-germ antioxidant.

on the

5 Were

ly and,

od (1).
ed clear
with the

4-ounce

80° F.

cham-

liffused

deter-

ges are

sidered

of ran-

tability

nt rate

nent of

added

values.

of the

known

od was

e tech-

might

of the

ne vari-

ded in wheat-

ils are

oils, or

tearate,

een in

or are

er cent

er cent

latively

iven in

TIONER

number of hours required for the development of rancidity, together with the peroxide values as millimoles per kilogram of oil.

The oils on which tests have been completed became rancid on candies stored at 80° F. in between nine and 31 days, while those stored at 100° F. became rancid in between six and 41 days. The more prolonged stability of corn oil (No. 2) at 100° F. than at 80° F. is of interest. A similar result was also observed in the case of coconut oil and a trade named oil in which tests have not been completed. The reason for this is not known; however it may be due to the thermal decomposition of oxidation products. Considerable variation on the stability of different samples of soybean oil and corn oil was noted organoleptically on hard candies stored at 80° F., and also on testing the oils by the active oxygen method. The variations in the time of onset of rancidity among different samples of oils from the same vegetable source are undoubtedly due to the method or degree of refinement of the oils.

There appears to be no relationship between the keeping quality of the oils on the candies and the peroxide values obtained by the active oxygen method. Although differences are noted for the peroxide values of oils per se and when protected with antioxidants, such differences are not reflected in the keeping quality of the oils on the candies. The utility of this method for screening the various samples of oils seems of doubtful value.

Inasmuch as tests have been completed on only a small number of products, and in view of the large number of products on which tests are still in progress, it is not possible to recommend a replacement for mineral oil at this time. It is believed that, in order to be acceptable, the dressing must remain stable and free from rancidity

for periods of 90 to 180 days. None of the products on which tests have been completed meets this requirement. Further tests are planned on other products and on a large number of the nearly 50 known antioxidants.

# Summary

Studies have been undertaken in a search for a replacement for mineral oil as a dressing for candy slabs. The properties required of a suitable slab dressing material are given as well as the methods which have been adopted for determining the suitability of a number of possible replacement products. Results are given for a number of vegetable oils on which tests have been completed. None of these vegetable oils is sufficiently stable to be used as a candy-slab dressing. Tests on other possible substitutes are in progress or will be undertaken as new products become available.

# Acknowledgement

The authors are indebted to Frank G. Dollear and Gordon S. Fisher of the Oil, Fat and Protein Division, Southern Regional Research Laboratory, for suggestions and assistance in the preparation of some of the products used in these tests.

# Gay, Luning, Said, Glenn Join McPhail

FOUR FORMER National Candy Co. executives of St. Louis have joined McPhail Candy Corp., announces Russell McPhail, president.

Sam T. Gay becomes vice-president and general manager of the McPhail firm. Leo P. Luning becomes controller. C. M. Said is named merchandising director. Frank T. Glenn is appointed general superintendent.

Although McPhail Candy Corp. maintains general offices in Chicago, the four new executives will be located temporarily in Oswego, N. Y. Expanding rapidly in the last few years, the McPhail firm is one of the largest U. S. candy manufacturing concerns.



NEW McPHAIL EXECUTIVES. (upper left) Frank T. Glenn, general superintendent: (upper right) Leo P. Luning, controller: (lower left) Sam T. Gay, vice president and general manager: lower right) C. M. Said. merchandising director.



# THE Manufacturing RETAILER



E

filling

form

differ

hand

tions

syste

age (

coup

Chica

syste

comb

necti

one :

fold

Th

Th

# Fudge In Pie Plates Good Item

FUDGE in pie plates is proving an attractive, well-received novelty package for customers of Frank J. Zealen's Shirley Ann candy shop, on Hamilton Avenue, in Trenton, N. J.

Poured into 5-inch metal pie plates, the fudge is offered in various tasty types. The filled pie plate then is wrapped in wax paper for protection of the contents. Between the wax paper and the bottom of the pie plate, Mr. Zealen inserts an attractive label identifying his store. This is a distorted ellipse in black with gold lettering encircled by two parallel gold lines. The major lettering reads: "Shirley Ann Candies." Underneath is the address in smaller type.

In addition to presenting an attractive novelty package, use of the pie plates gives the fudge a very fresh-made look. It will keep indefinitely in the pans, says Mr. Zealen, and his one caution is that in rainy, humid weather the gloss will disappear.

The formula for Mr. Zealen's fudge in pie plates follows:

# Ingredients

24 lbs. sugar

8 lbs. corn syrup

3 qts. cream

3 qts. evaporated milk

18 lbs. all sugar cream

1/2 lb. plastic fat

1/2 lb. marshmallow whip

½ lb. butter

Salt

Vanilla

Chocolate.

# Method

Place sugar and corn syrup in kettle with enough of the cream to make the batch workable. Add salt. Stir continually. Bring to a boil.

Add the rest of the cream slowly. Then add the milk slowly.

Cook until a soft ball stage is reached.

Set off fire and add the 18 pounds of all sugar cream, ½ pound of

butter, ½ pound of marshmallow

Cool for a half hour. Then stir up until it sets up (about three minutes).

Pour into the 5-inch pie plates which have been greased lightly and placed upon a wooden table rather than on a slab. If the batch is poured on a slab, it will be chilled too quickly and will be spotty and hard.

The fudge must be cooled slowly for proper crystal structure.

# Variations

1.-A nut can be put on top of

each pie if desired.

2.—Vanilla fudge can be poured into plate first and then poured out. This will leave enough sticking to the sides of the pan to simulate a crust. Then pour in chocolate fudge. This takes a little longer but will make a very nice candy. If you are making a price item, it will also prove very good.

Care should be taken when purchasing the pie plates so as not to obtain types that are too deep. Select shallow plates. These will take less fudge. The 5-inch type used by Mr. Zealen holds five ounces. These plates can be obtained from any baker's supply house.

Helpful points to remember on the manufacture of fudge follow:

1.—The flavor of confections containing milk products improves with age. This improvement of flavor is noticeable within a week, and the improvement will continue for a short time. Between the time commercial fudge is made and the time it is consumed, sufficient time will have elapsed to allow the fudge to age and develop this change in flavor. To obtain the benefit of this improvement in flavor, all fudge produced for the retail trade should be aged at least one week before selling.

2.—To avoid formation of bubbles in fudge, do not stir the batch too rapidly when creaming. If the batch you are hand-stirring has air in it, press the paddle firmly against the bottom of the kettle and stir slowly over the whole of the kettle surface. This will remove air.

3.—Spots are usually always caused by too rapid graining. To avoid spots, cool the batch more before pouring. If spots still occur after taking proper precautions in cooling, try cooking to a lower degree or replacing some of the sugar with corn syrup.

4.—In adding chocolate to fudge, it is advisable to melt chocolate first and add it into the fondant before adding other ingredients. This will help eliminate having specks of chocolate throughout the candy.

5.—Graining of fudge easily occurs if crystals are permitted to enter it after it begins to boil. After the sugar is thoroughly dissolved and the syrup becomes hot, crystals on the sides of the cooking kettle should be wiped away carefully with a cloth moistened in cold water and wrapped around a knife. Even one crystal can affect the batch, as it will gather additional crystals. Placing a cover over the batch and letting it steam for a few minutes when it starts to boil will also help break down crystal formation.

6.—Do not reinsert a spoon or a thermometer taken out of a batch without washing them first, as crystals may have formed on them.

7.—Ordinary homemade fudge is generally grainy because of improper stirring or creaming. This can be largely overcome by cooking to a lower temperature and increasing the time of beating or creaming. It will generally be found advisable to handle relatively small batches, as the larger ones hold heat too long and are more likely to form a coarse grain.

8.—Adding milk to the batch as close to the end of the cook as possible is customarily done so as to avoid discoloration.

# Multiple Forms Save Time and Work

# Record Keeping System Based on Simplicity and Economy

E YERY MANUFACTURER has the common problem of making up numerous records in connection with filling and shipping orders and invoicing. Whether these operations are efficiently or cumbersomely performed spells a big difference between companies. This difference is particularly apparent when the clerical and handling costs of an efficient system of recording operations are compared with one of lesser efficiency.

The John Horne Company of Evanston, Ill., is using a system that has proved unusually adaptable to the average candy manufacturer—a system where simplicity is coupled with economy using a minimum of equipment and personnel. Working with Uarco Incorporated, of Chicago, manufacturer of continuous business forms and systems, the company developed a multiple form that combines in one set all necessary records used in connection with an order and, at the same time, reduces to one operation as the accompanying writing procedures.

The form consists of eight parts in continuous fanfold which feeds through an electric billing machine in perfect register. The set includes five invoices and three bills of lading. A set of carbon sheets, manually operated with the feeding mechanism of the billing equipment, can be used from 35 to 50 times with the forms before discarding.

Every copy in each set of forms has an identical number, and the sets are consecutively numbered. An unusual feature of the form is the pre-printed list of candy items sold by the company, making it unnessary for the biller to type such items on each individual order. Even though the customer may not have ordered all the company's items at a given time, the pre-printed list is good reminder advertising to him for his next order. The only information required to be typed on the form, then, is the identity and address of the customer, the address to which the bill is to be sent if different from the preceding, the quantity of the shipment, and the necessary price extensions.

With an uninterrupted flow of continuous forms feeding through the billing machine, stopping only for the

THIS COMPANY Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

Agent's No. 56761

JOHN HORNE

Company

JOHN HORNE

Company

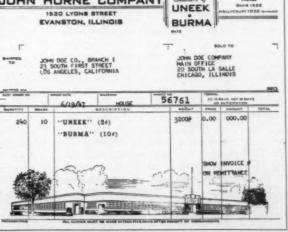
Agent's No. 56761

JOHN HORNE

Agent's No. 56761

JOHN

INVOICE (shown in full at right) is the first sheet in the form. The other seven sheets (top of each sheet shown above) make up the rest of the form. Notice the purpose for which each sheet is intended. By having all of these copies made at one time, the necessary clerical work is cut down and the possibility of error in copying orders is reduced. JOHN HORNE COMPANY has put into practise the record system described in the accompanying article. Illustration shows the form used by them which combines all necessary records into an eight part, fan-fold form. Each individual sheet of the form is designed so that, by use of carbon paper, all sheets can be filled out at one time with a minimum of clerical work. Notice that each sheet in the form is numbered 56761, so that once the sheets have been distributed to various departments the order is easily identified.



for September, 1947

page 43

slowly surface. always ng. To

r in it,

ore bel occur ions in wer dee sugar o fudge, ate first

before his will ecks of dy.
sily octo enAfter issolved

crystals
g kettle
lly with
atter and
ven one
h, as it
ls. Placand letminutes

on or a a batch arst, as n them. fudge is mproper can be

lso help

asing the lit will able to ches, as cooling a coarse

as pos-

CTIONER

single writing operation, it is estimated that 50 per cent of the office time has been saved. Under the old system, a bill of lading was first made up when an order came to the office. As soon as the order was shipped, a copy of the bill of lading was sent to the billing office where the invoices were made up separately from individual copies that required a substantial amount of time in matching with carbons and feeding properly into the billing machine.

Now, the incoming order is billed immediately upon receipt. The first five copies of the invoice are held together in file, and the three copies of the bills of lading are forwarded to the shipping department. The traffic manager uses the bills of lading to group together orders for convenient shipment to various destinations, for the company follows a plan of consolidating shipments from the plant according to railroads used.

# Bill of Lading Used in Shipping

The John Horne Company uses rail and motor trucks principally for making shipments, and the same bills of lading are applicable to both carriers. Occasionally, railway express is used, and rarely, air express and parcel post. In these instances, the bills of lading copies are dispensed with, and the typist fills out the necessary labels separately.

When the order has been shipped, one copy of the bill of lading is returned to the office, where the remaining set of five invoice copies is retained. They are matched quickly by means of the numbering system on the forms. At this point, the set of five invoices is dated with a perforator which establishes the exact time terms are computed for payment purposes. The Horne Company gives 2 per cent in ten days, with net in 30 days. In fairness to the customer, naturally, the date for computing the terms cannot be determined until the order is actually shipped.

The various copies of the form are now ready for distribution. Since each has a different purpose, they must be identified for quick handling. All copies, therefore, are flagged for easy distribution through strip tinting at both edges and on both sides, which permits instant recognition. The first copy is plain white and is mailed to the customer along with the eighth copy which represents one of the bills of lading. A second copy, tinted yellow, is sent to the numerical file. This is convenient for checking the status of any order, particularly in the case of shipped orders.

# Distribution of File Copies

The third, or pink copy, is attached to the customer's original order and constitutes the accounts receivable file. The fourth, or blue copy, is held until shipment of the order is made and then is forwarded to the salesmen, either daily or weekly. A fifth copy, tinted orange, is maintained in a separate office file arranged by salesmen's names.

The sixth, seventh, and eighth copies constitute the bills of lading. The sixth is filed numerically after the shipping department has finished using it. The seventh is attached to the shipment for the carrier, and the eighth is mailed to the customer (with the first copy) to permit him to identify his shipment when it arrives.

The advantages of the system are based upon several fundamental factors in form planning. These include: (1) the reduction to one writing operation of all necessary records involved in filling, shipping, and billing of orders. (2) provision for an uninterrupted feeding

of forms through the billing machine thus saving individual handling time on the part of the typist, (3) distinctive coloring devices on each invoice to provide instant recognition and quick distribution, (4) use of a fanfold, continuous form to save time as well as assure perfect registration of typing, and (5) use of preprinted list of items on the invoice to save a substantial amount of typing time.

Ho

troi

inc

ten

ter

ces

ele

per

twe

ger

fre

usi

vio

we

he

su

M

pr

na

gr

to

te

W

lu

aı

th th

The use of multiple copies for various files also gives perfect control of the orders as they are processed, making them completely accessible to the various individuals who need them in the course of the office routine. Sufficient copies of the form, also are provided for

every necessary office function.

The savings in office personnel time is unusually substantial. The use of a continuous form makes the greatest possible use of the typist's talents instead of sabotaging them through such waste motions as stuffing carbons, jogging, inserting, and aligning sheets, and finally separating sheets and carbons. Not only is valuable time saved through one writing operation, but costly errors are prevented which frequently accompany recopying information from one form to another.

# SWCA Convention Has Record Attendance; Clyde A. Short Is Elected New President

A NALL-TIME HIGH of nearly 1,000 candy wholesalers, manufacturers' representatives and manufacturers attended the recent 24th annual convention of the Southern Wholesale Confectioners' Ass'n, held at the Hotel Roanoke, Roanoke, Va.

Clyde A. Short, of Clyde A. Short Co., Shelby, N. C., was elected to head the Association for the coming year. Mr. Short will serve with Sam E. Sawyer, Sawyer Candy Co., Elba, Alabama, first vice-president; E. Ray Jones, Jones Candy Co., Owensboro, Ky., second vice-president; Forrest H. Holz, Atlanta, secretary-treasurer; and Evans D. George, Monroe, La., chairman of the board of directors.

Newly elected board members include: W. H. Striplin, W. H. Striplin Co., Birmingham, Ala.; Alvin Bell, Karcher Candy Co., Little Rock, Ark.; M. B. Monsalvatge, Monsalvatge Co., Miami, Florida; W. H. Cutcliffe, Candy Distributing Co., Atlanta; Louis J. Davis, Louis J. Davis Co., Louisville; Maurice Stockton, Purity-Reiss Co., New Orleans; C. F. Plunkett, Yazoo City, Miss.; C. A. Fitzgerald, Del-Tex Nut Co., San Angelo, Texas; and I. T. Brewer, Victory Specialty Co., Roanoke, Va.

Reelected to the board of directors to represent their respective states for the coming year are: R. A. Elder, Elder Candy Co., Albemarle, N. C.; S. A. Templeton, Cozby, Templeton Co., Greenville, S. C.; S. M. Bradley, S. G. Bradley and Sons, Nashville; and representative Southern Salesmen's Candy Club, James T. Hubert,

Atlanta

To Phil Tenenbaum, Tenenbaum Bros., Atlanta, went the Sweets Company of America Citizenship Trophy for outstanding interest and activity in the four fields of the industry: local, state, national, and in the SWCA.

For having done the most during the past year to promote the interests of the SWCA, Frank Z. Smith, Louisville, Henry Heide representative, was awarded the James R. Winchester Trophy.

I. T. Brewer, Victory Specialty Co., Roanoke, Vageneral chairman of the convention, was voted the person who had done the most at the convention to make it a success and was awarded the Col. A. L. Weiner Trophy. How to Increase Quality and Reduce Waste Through Temperature Control:

# Electronic Temperature Control

By HENRY B. ORTHS\*

Engineer, Brown Instrument Company Minneapolis-Honeywell Regulator Co.

WITH CONFECTIONERY processing requiring the most precise and continuous form of automatic control, electronic temperature controls are showing progressive candy manufacturers new ways in which to increase quality and reduce waste. In operations such as unit cooking and cooling, they not only measure temperature more accurately than glass stem thermometers but also are capable of automatically regulating processes, thereby minimizing dependence on the human element.

The temperature sensitive unit in the electronic temperature controller is the thermocouple. Used to pick up minute temperature changes of as little as one-tenth of one degree Fahrenheit, the thermocouple consists of two fine wires of dissimilar metal. These wires are copper and constantan, or iron and constantan, the type generally used for the temperature encountered in the confectionery industry.

The wires are welded together at one end, insulated from each other and protected in a thin wall metal tube, usually stainless steel. The open end of the tube is provided with an enclosed terminal condulet. When the welded end—usually referred to as the "hot" end—is heated, a small but consistent electrical current is transmitted to the instrument through double-conductor insulated wires of the same material as the thermocouple wires.

# Minute Signal Amplified

This minute signal—only two or three thousandths of a volt—hardly enough to do any useful work in its present state, is put through a high fidelity electronic amplifier, mounted within the instrument. A voltage signal—the equivalent of as little as one-tenth of one degree Fahrenheit—is amplified sufficiently to operate the motor and balancing mechanism of the instrument so as to: (1) indicate the temperature on a dial; (2) log the temperature on a suitable chart throughout the day or workmen's shift; and (3) instantly counteract temperature variations from the control setting by modulating an electric or pneumatic motor valve or damper.

The electronic operation is continuous and instantaneous. This is a decided advantage compared with the self-acting valve controller and its related capillary thermometer temperature measuring system. The latter presents undesirable time lags.

Instruments such as these have been used for quite some time to separate and condition the many fractions of petroleum that give you high grade gasoline which makes your automobile motors operate so smoothly. They are vital for processing precious drugs such as penicillin and streptomycin—even in the crystallization of sugar from the cane and syrup. In fact, in all industrial processes where temperature is a critical factor—the electric pyrometer is speedily replacing other older-style and out-moded temperature measuring instruments.

Where the conventional thermometers might provide passable measurement or acceptable control, the elec-

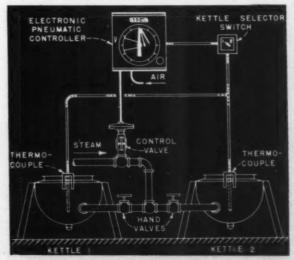


FIGURE 1 SHOWS DETAILED STUDY of control of pre-cook kettles. In continuous system kettles are used alternately to provide steady line of syrup. Only one instrument, operated by a thermocouple switching arrangement is needed. Kettles not in operation are shut off from control action by hand valves.

tronic pyrometer gives greater accuracy and more sensitive and closer regulation. Many applications previously considered uncontrollable are now well within the scope of routine automatic operations.

Although space will not permit discussion of every possible application in your industry, let's take a few minutes on one of the important ones, kettles:

This application covers a wide variety—cooking, melting, pre-cooking, remelting, bob kettles, and many other varieties. From the standpoint of kettle design, they can be generally classified in two groups: (1) Kettles equipped with scrapers or agitators in which there is no space for the fixed immersion of the thermocouple into the batch without interfering with the scrapers and stirrers, like chocolate melting and tempering kettles, and (2) Kettles not equipped with agi-

for September, 1947

page 45

assure f preabstano gives cessed, s indice rouled for

g indi.

3) dis

usually sees the ead of s stuffts, and s valut costly iny re-

esalers, of the at the N. C., g year. Candy

Jones

of di-Striplin, Il, Karalvatge, Candy Davis Do., New A. Fitzd I. T.

d I. T.

nt their
Elder,
npleton,
Bradley,
entative
Hubert,

phy for s of the year to Smith, ded the

a, went

e, Va., person nake it rophy.

TIONER

<sup>&</sup>quot;This informative article is a condensation of Mr. Orths' paper presented before the Candy Executives' and Associated Industries' Club, Brooklyn, at a recent meeting.

tators where the thermocouple installation is relatively simple, such as pre-cookers.

The first group can be handled in two possible ways. One way would be to fix the thermocouple to one of the blades of the scraper, permitting it to revolve with the scraper. In that case the connections will have to come out through a rotating commutator or slip-ring to the permanently mounted instrument. Such an arrangement can be supplied. Because of the very low currents being handled, however, this arrangement would require constant maintenance to prevent leakage or excessive resistance at the constantly revolving contacts. Lack of attention would result in erroneous readings.

# **Button Type Thermocouple**

A satisfactory method is also possible in the use of the button-type thermocouple. The tip of this thermocouple, actually the part that measures the temperature, is in a small disc or button, mounted flush with the inside of the kettle and extended through the jacket in an insulated sleeve. Although this type of installation requires additional installation work, either by the operator or kettle manufacturer, the cost is quickly amortized by more accurate measurement.

The second group is free of installation problems. The thermocouple may be inserted from the top, downward, so that the tip is approximately three-quarters of the way into the pot or kettle. Another conventional method is to use a shorter thermocouple installed through the kettle side-wall in a separate well.

The instrument and control mechanisms can be located in any convenient position, but where the operator can easily read the temperature and make any necessary adjustment to the control point. Inasmuch as this instrument is unaffected by vibration, no special mount-

ing provisions are required. The control mechanism must be mounted on, or be adjacent to, the steam or water line which is being controlled, preferably as close to the kettle as practical.

Pre

in fa

gorie

may

non-

intera

Arms

tive a

in th

rever

been

It wa

migh

of a

origi

davo

satur

soybe act u

f th

Ole

Th

Refer to Figure 1, which illustrates the dual kettle installation where the batch from one kettle is being drawn off while the other kettle is being cooked. A single instrument and control mechanism can be utilized for this service with thermocouples located in each kettle with a two-point selector switch. The kettle holding the batch being cooked is under automatic control, but the operator can quickly switch the instrument to the other thermocouple, to check the temperature of the batch being drawn off. The final cooker of a continuous cream machine, in this case, seems to require the most sensitive and precise control. It is at this point that the moisture control of the cream is fixed. A temperature variance of as little as one degree—plus or minus—requires an alteration in the speed at which the cream is set.

# **Constant Temperature Aids Quality**

Constant temperature permits a steady production of the highest quality. The electronic pyrometer controller provides this by regulation, with a precise throttling action, the steam flow to the final cooker.

Another important application in the continuous cream machine is the syrup cooler. Figure 2 illustrates a typical installation with the thermocouple mounted in the flow of cooled cream as it is scraped off the chilling wheel or drum. The instrument operates a control valve in the cooling water or brine supply to the drum. Between cream processing and chocolate dipping are various other points where controlled temperature

(Please turn to page 75)

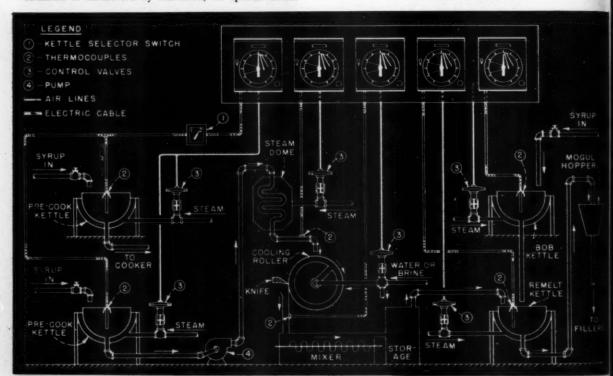


FIGURE 2 SHOWS FIVE ELECTRONIC temperature controllers on panel and how they regulate temperature at the following points: (1) pre-cook kettles. (2) final cooker. (3) cooling roller. (4) remeiting kettle. and (5) bob kettle. Control valves are of air-actuated type. Electrically operated valves, with electric wires replacing air lines can be used.

# Flavor Reversion in Soybean Oil

By CALVIN GOLUMBIC, A. I. SCHEPARTZ, and B. F. DAUBERT\*
University of Pittsburgh, Pittsburgh, Pa.

The various theories (1, 2, 3, 4, 5) that have been advanced to explain the cause of flavor reversion in fats and oils may be classified into three main categories. The source of the objectionable flavors and odors may be considered (a) a glyceride constituent, (b) a non-glyceride constituent, or (c) a complex formed by interaction of these two. From a study of the properties of a simulated linseed oil and from other evidence, Armstrong and McFarlane (1) concluded that the causative agent of flavor reversion in linseed oil was present in the glyceride portion of the oil. In the case of flavor reversion in soybean oil the causative factor has not yet been definitely located among the three possibilities cited. It was thought that one or more of the possible causes might be eliminated by studying the flavor characteristics of a simulated soybean oil whose constituent fatty acids originated from sources other than soybean oil.

r water ose to

kettle being sed. A be utilneach nolding control, nent to

of the

tinuous

e most

hat the

erature

inus...

Cream

tion of

ntroller

rottling

tinuous

ustrates

nounted

off the

a con-

to the

dipping

erature

OGUL PPER

CTIONE

The present paper deals with an investigation of the flavor characteristics of a triglyceride mixture whose unsaturated fatty acid composition approximated that of soybean oil. The flavors appearing in the synthetic product under various conditions were compared with those in soybean and cottonseed oils.

Preparation of Fatty Acids. Highly purified stearic and palmitic acids were prepared from crude acids (Neofat) by fractional distillation of their methyl esters and subsequent repeated fractional crystallization of the respective acids from ethyl ether. Stearic and palmitic acids were the only saturated acids used in the synthesis of the simulated soybean oil.

Oleic acid (I. V. 89.9) was prepared from the mixed atty acids of olive oil by fractional distillation of the methyl esters and low-temperature crystallization by the methods of Wheeler and Riemenschneider (6) and Brown and Shinowara (7).

Linoleic acid (I. V. 180.3) was prepared by debromination (8) of tetrabromostearic acid obtained from cottonseed oil fatty acids. After distillation of the crude acid the purified product was stored in a raled ampule at —30° C.

Linolenic acid (I, V. 265.6) was prepared from lined oil fatty acids by a modification of the method of Rollett (9). The hexabromostearic acid, recrystallized from toluene (10), was suspended in ether and treated with three times the theoretical amount of zinc dust. The hexabromostearic acid, which was nearly insoluble in the solvent, gradually disappeared during the course of the debromination reaction. The linolenic acid, after distillation, was stored in a sealed ampule at —30°.

Preparation of Simulated Soybean Oil. A mixture of fatty acids containing 103.5 g. of linoleic acid, 20.3 g. of linolenic acid, 39.2 g. of oleic acid, 32.5 g. of palmitic acid, and 7.5 g. of stearic acid, was esterified

TABLE	I	
Analysis of Simulated  Iodine Value	Soybean Oil Before Alumina Treatment 129.2 284.9 1.47015	After Alumina Treatment 126.3 287.6 1.46993
Linolenic acid	11.2% 46.2% 23.2% 19.4%	11.3% 46.8% 18.3% 23.6%

with 21.2 g. of glycerol at a temperature of 125° C. according to the procedure of Wheeler, Riemenschneider, and Sando (11). The esterification was followed by measuring the water evolved and in seven hours the reaction was 95 per cent completed.

The product was light yellow and was liquid at room temperature. It possessed a characteristic flavor which was not entirely removed by three successive deodorizations (12). A bland and colorless product was finally obtained by passing a petroleum ether solution of the oil through a column of activated alumina (>90 per cent recovery) and then deodorizing the recovered oil. The fatty acid composition as determined spectrophotometrically (13) and the analytical constants of the simulated oil before and after chromatographic treatment on a column of activated alumina are given in Table I.

Accelerated Flavor Stability Tests. (1) Light Exposure—Ten-ml, samples of the oils were exposed in Petroff culture flasks under nitrogen to a G-E reflector-drying lamp as previously described (14).

(2) Heat Treatment—Fifty-ml. flasks containing 10 ml. of the oil samples were evacuated to less than one mm. pressure and then inserted into an oil bath maintained at 200° C. After one hour, the flasks were removed, cooled, and the contents diluted with an equal quantity of mineral oil. Heating of the oil samples in vacuo instead of in air was necessitated by the lack of antioxidants in the simulated oil.

Taste Panel. The flavor testing was done as described earlier (15) by a panel of six well-trained individuals.

The generous financial assistance of the National Association of argarine Manufacturers is gratefully acknowledged.

Contribution No. 613 from the Department of Chemistry, University Pittsburgh.

<sup>&</sup>lt;sup>2</sup> A distinction is made in this paper between the terms flavor stability and flavor reversion. The latter is applied only to the characteristic taste and flavor of light and heat-treated soybean oil. The former is used in a broader sense to designate the relative flavor qualities among the several oils examined.

This highly informative article on flavor reversion completes a series of three and is used through courtesy of the Journal of the American Oil Chemista' Society. Parts I and II appeared in the February and March issues of THE MANUFACTURING CONFECTIONER.

To obtain a permanent record of the flavor judgements of the panel, the 10 point flavor scoring system of Dutton et al. (16) was employed.

# Results and Discussion

The results given in Table II show the comparative flavor scores of samples of simulated soybean oil versus soybean oil, cottonseed oil versus soybean oil, and cottonseed oil versus simulated soybean oil after exposure to the G-E reflector-drying lamp and after heat treatment. It will be noted that the flavor ratings obtained in the comparison of the simulated soybean oil with soybean oil are quite close to those for the comparison of cottonseed oil and soybean oil. This might lead one to anticipate little difference

# TABLE II

Flavor Tests of Simul and Cotto	nted Soybean nseed Oils Light Ex		Heat
Oil			Treatment
	0.5 hr.	1 hr.	1 hr.
Simulated Soybean	8.5	5.4	7.0
Soybean	5.3	3.6	3.8
Cottonseed	8.2	7.8	7.7
Soybean	5.4	4.6	4.5
Cottonseed	8.2	8.2	7.5
Simulated Soybean	4.8	5.0	4.0

between the flavor stabilities<sup>3</sup> of cottonseed oil and soybean oil. Actually, as shown in Table II, there is a marked difference. Possibly this apparent discrepancy is due to the fact that there is no standard basis of comparison between the various pairs examined, i.e., the second sample of any given pair is judged solely on the basis of the value assigned to the first. To obviate this lack of a standard of reference all possible pairs of the three oils had to be tested. From the information in Table II the oils may be arranged in the following order of decreasing flavor stability: cottonseed>simulated soybean>soybean.

The flavor panel unanimously agreed that the flavors produced by heat and light treatment of the simulated oil were distinctly different from those appearing in soybean oil under the same conditions. The flavors were difficult to describe, but grassy, hay-like, and other flavors typical of reverted soybean oil were absent. Drying and persistent aftertastes evident in the soybean oil were sometimes encountered in the simulated oil.

The effect of tocopherol on the flavor quality and stability of the simulated soybean oil was next investigated. Refined soybean oil is reported (17) to contain 0.02 per cent of a-tocopherol and 0.10 per cent of atocopherol. A sample of the simulated oil containing these concentrations of added a- and u-tocopherol was exposed to the G-E lamp for one hour and compared to a similar sample of the simulated oil containing no added antioxidant. antioxidant. The flavor scores were 7.5 for the former sample and 5.5 for the latter. Despite this improvement in flavor stability, the tocopherol did not appear to change the quality of the flavor and no reversion effects were apparent. This was also found to be the case when a sample of the simulated oil containing 0.10 per cent of a-tocopherol was shelf stored in light at room temperature for nine days.

Conclusions from organoleptic observations have to be drawn with considerable caution. They are no more reliable, in the ultimate sense, than are the organs of taste and smell of the individual members of the flavor panel. Thus far the results would tend to indicate that the ordinary fatty acid constituents of soybean oil are not entirely responsible for the flavor characteristics of reverted soybean oil. Likewise, the hypothesis that

linolenic acid is the sole causative agent does not appear likely although it is possible that this acid contributes to the flavor instability of soybean oil, particularly to the persistency and drying effects of the reverted oil.

### Summary

A simulated soybean oil has been synthesized from purified fatty acids. The flavor characteristics of the oil after heat and light treatment are described and compared to those of soybean and cottonseed oils.

# References

vent

SHOO

in a

tage the

T

lines

and

Foo

h

ture

food

sma

Jam

but

feed

E

COV

cien

mat

beer

mon

tion

saci

bee

hex

Blu

des

stal

mir

and

ley-

use

Fo

(19

me

pre

veg

tur

bu

fac det

for

(

- Armstrong, J. G., and McFarlane, W. D., Oil and Soap, 21, 322 (1944).
- Lemon, H. W., Can. J. Research, 22F, 191 (1944).
   Davies, W. L., and Gill, E., J. Soc. Chem. Ind., 55, 141, (1936).
  - 4. Bailey, A. E., Oil and Soap 33, 65 (1946).
  - Durkee, M. M., Ind. Eng. Chem., 28, 898 (1936).
     Wheeler, D. H., and Riemenschneider, R. W., Oil
- and Soap, 16, 207 (1939).
  7. Brown, J. B., and Shinowara, G. Y., J. Am. Chem.
- Soc., 59, 6 (1937).

  8. Frankel, J. S., and Brown, J. B., J. Am. Chem. Soc.,
- 65, 415 (1943). 9. Rollett, A., Z. Physiol. Chem., 62, 410 (1909).
- 10. O'Connor, R. T., Heinzelman, D. C., Caravella, M., and Bauer, S. T., Oil and Soap 23, 5 (1946).
- 11. Wheeler, D. H., Riemenschneider, R. W., and Sando, C. E., J. Biol. Chem., 132, 687 (1940).
- 12. Bailey, A. E., and Feuge, R. D., Ind. Eng. Chem., Anal. Ed., 15, 280, (1943).
- 13. Baldwin, A. R., and Longenecker, H. E., Oil and Soap, 22, 151 (1945).
- 14. Golumbic, C., Martin, C. J., and Daubert, B. F., Oil and Soap, (in press).
- 15. Golumbic, C., Martin, C. J., and Daubert, B. F., Oil and Soap, 23, 187 (1946).
- Dutton, H. J., Moser, H. A., Earls, J. P., and Cowan,
   J. C., paper presented at the 37th annual meeting of the
   A.O.C.S., New Orleans, May, 1946.
- 17. Fisher, G. S., Ind. Eng. Chem., Anal. Ed., 17, 224 (1945).

# Possible Easing of Cocoa Shortage Seen: Future Prices Drop During Heavy Trading

A T PRESS TIME, future prices on the New York Cocoa Exchange had declined 32 to 45 points in heavy dealings. In the spot cocoa market, prices on some grades were marked down ½-cent a pound and cocoa manufacturers were reported to be watching the market closely. Principal reason for the heavy selling pressure was considered to be the belief that the high price structure is vulnerable.

In the August 20 issue, the Wall Street Journal reported that, despite the world shortage of cocoa, some merchants felt a combination of developments might ease the supply situation in the United States. High prices, it was claimed, could attract more cocoa to this market. Some European countries have already rejected additional allocations recently made by the International Emergency Food Council. At the same time, consumer resistance to high prices might cut down consumption.

Imports of cocoa since January 1 have amounted to 2,925,000 bags, or only about 56,000 bags under imports in the same period a year ago. Merchants also said offerings of the main cocoa crop in Brazil should start next month while the main crop in Africa will follow, beginning in November.

# TECHNICAL LITERATURE DIGEST

# An Evaporator Scale Preventor: Tetra-Phospho Glucosate

ot ap-

, par-

from

of the

d and

il and

1944).

d., 55,

1936).

, Oil

Chem.

Soc.,

a, M.,

and

hem.,

l and

B. F.,

B. F.,

owan,

of the

, 224

Cocoa

some

cocoa

arket

ssure

struc-

ul re-

some

ease

es, it

arket.

gency

tance

ed to

ports said

start

llow,

ONER

C. W. Fitzwilliam and R. D. E. Yearwood. Sugar, Vol. 42, No. 1 (1947)—The method of evaporator scale prevention described in this paper has been an unqualified success in a sugar refinery and it seems worthy of trial in a raw sugar factory. There are no obvious disadvantages of this method and none have been observed at the plant where it has been in use.

There is no tendency for the material together with its occuluded salts, to settle as a sludge in sirup tanks or lines. Apparently it remains in suspension throughout and is eliminated in the molasses.

# Food Yeast Developments

Interview given by Dr. A. C. Thaysen. Food Manufacture, Vol. 22, No. 1 (1947)—Full scale production of food yeast is expected to start early this year. Already small quantities are being produced in the factory in Jamaica with funds provided by the British Government, but these are being sent to Malaya as a measure of relief feeding.

Economically and socially, the significance of the discovery that the yeast *Torulopsis utilil*, is unusually efficient in the production of protein from carbohydrate materials rest on the fact that colonial prosperity has been largely built up on cheap labor and plantation monoculture.

The type of carbohydrates used in large scale production of food yeasts has usually been the mixture of saccharose and invert sugar contained in sugar cane and beet molasses. There is no reason, however, why other hexoses, or even pentoses, such as xylose, should not be used.

# **Blum's Modernizes Mint Packaging Operations**

Good Packaging, Vol. 8, No. 7 (1947)—An article describing the packaging procedure which has been installed by Blum's to handle the packaging of their square mints. Each mint is individually packaged in cellophane and then 50 mints are packaged in a box. A Simplex high-speed automatic bag-making machine and two Corley-Miller overwrapping machines were the main units used to affect the modernization.

# Food Analysis

D. W. Grover, Food Manufacture, Vol. 22, No. 4 (1947)—A discussion of the application of analytical methods to food, this report studies dairy products, egg products, fats and oils, sugars and starch, fruits and vegetables, flavors and preservatives in addition to nut milk chocolate.

Exact analysis of nut milk chocolate, a complex mixture, is not easy, the report states. One procedure involves estimation of cacao (from alkaloids and coloring matter) and milk solids (from casein, phosphorus, and butter fat). The nut content is arrived at by difference.

"Cocoa shell has certain valuable features as an animal feeding stuff, its alkaloid content being a limiting factor in its employment," the report finds. "Accurate determination of theobromine in cocoa residues is therefore of some importance. Kay and Haywood have made

an investigation into the tetrachlorethane extraction method of Wadsworth and suggest certain modifications. The tetrachlorethane extraction was found to contain ether-soluble substances other than theobromine, introducing an error if direct weighing of these extractives is relied upon. These substances may be removed by filtration after removal of most of the tetrachlorethane or their effect may be eliminated by nitrogen determination.

"The presence of bitter almonds in sweet almonds can be troublesome and even dangerous, and a quantitative test for estimating the degree of admixture is welcome. The test relies upon the evolution of hydrocyanic acid from macerated bitter almonds. Picric acid test papers are exposed to the ground sample under standard conditions, the degree of coloration being a measure of the quantity of bitter almonds present."

# Cooling Sweetened Condensed Milk

A paper by Dr. O. F. Hunziker presented at the annual meeting of American Bulk Condensed Milk Ass'n.— Various cooling methods are discussed. "Success in producing a texture of the desired smoothness and of accomplishing permanent freedom from objectionable sugar sediment," says Dr. Hunziker, "hinges on the intelligent application of the laws and proven theories of the science of crystallization, in general, and of our present knowledge of the peculiarities of lactose crystallization in the highly viscous sweetened condensed milk in particular."

# Viscosity of Sweetened Condensed Milk

A paper by B. H. Webb presented at the annual meeting of the American Bulk Condensed Milk Ass'n.—The more heat to which a sweetened condensed milk is subjected after concentration, the more viscous it will become. The viscosity of sweetened condensed milk increases in proportion to increases in its temperature and logarithmically with the time it is held. To attain a quality product with a smooth, fluid body, factors affecting viscosity must receive rigidly controlled attention.

### Frozen Egg Quality

Everett H. Lee. The Bakers Digest, Vol. 20, No. 6 (1946)—The use of frozen eggs has attained such proportions in the United States that it becomes important to examine and clarify many points concerning frozen egg quality and performance. This treatise takes up various chemical values and qualities of frozen eggs; use of frozen sugar yolks; development of cell structure; and handling of the eggs in the factory.

# Say It With Polystrene

Dow Diamond, Vol. 10, No. 4 (1947)—An article describing the packaging possibilities of the plastic polystyrene, marketed by Dow under the trade name of Styron. It claims that polystyrene is the plastic most practicable for most packaging because of its low cost, ease of moldability, clarity, lack of odor and taste, resistence to acids and chemicals, dimensional stability, and the fact that its surface will take printing or embossing. The article is illustrated with pictures of several packages that could be used for candy.

for September, 1947

# How to Handle Air Shipments

By M. B. CRAWFORD

Equipment Engineering Superintendent United Airlines, Chicago

In AIR freight we have no organization such as the post office has for making a pick up and we depend entirely upon local truck companies for this service or upon the producer himself. Trouble sometimes starts in the first lap because some careless trucker has, for some reason or other, delayed getting a shipment of perishables to the airport. Lack of control of this transportation has also caused us to delay the flight or required us to hold the shipment longer than we should for the next flight. In handling perishables this is serious in cold weather as well as in hot weather. Too often, because of this, the pilot has arrived at destination with a load of spoiled merchandise. Because of rates the supplier is very conscious of weight and will often put shipments in containers which do not stand the handling required to get them to destination, causing damage to the contents. On the other hand suppliers who have been accustomed to shipping by rail or boat overdo it and pay needlessly for crates and boxes. Often times the crates weigh more than the contents and could very easily have been eliminated entirely.

# Storage Facilities Required

At the airport adequate storage facilities are necessary. These should be arranged so that cargo from the suppliers' trucks can be handled quickly and efficiently. These warehouses should be air conditioned with sufficient cold room space to take care of perishables as well as frozen foods. There should be adequate space for sorting, packaging, and pallatizing. This is the place where everything possible should be done to speed up loading when the trip gets in. This is something that we don't have at present and we have been forced to use whatever space is available in hangers, shacks, etc. Some places along the line we have constructed cold rooms and at others we use refrigerated trailers for the perishables. These are spot solutions to the problem—since we have had insufficient time to work out the complete solutionand will have to suffice until capital, material, time, and labor will permit construction of adequate facilities. Our present procedure of moving freight from the storage depots is with trucks, forklifts, tractor trains, and hand baggage carts; whichever seems to fit the need at the moment. On large shipments the suppliers' truck moves right out on to the field and the plane is loaded directly from the truck. A better way of doing this, however, should be worked out in conjunction with the freight storage facilities and the aircraft loading prob-

In most cases space in the airplane which cannot be used for any other reason is marked by the designer as cargo pit. Weight and balance of the airplane are almost entirely the cargo crew's problem. Cargo has to be "jiffled" from the front pit to the rear and from the rear to the front to keep the center of gravity of the airplane as near the center of lift as possible. It is also their responsibility to see that the gross load does not exceed the specified gross load on the airplane. The loading of the airplane is very important to the performance of the aircraft and is checked and rechecked before departure. It is not unusual at all to have a pilot take off and return for a rearrangement of load because his craft is either too tail heavy or too nose heavy.

We if you

RE

formu

6 lb

4 lb

4 0

Wal

Coo

Above

poppe

over t

ly unt

ped co

If y

bs. of

ulated

M. C

I ha

mbscr

zine /

have T

formal

Crean

As a

we wo

be the

andie:

sometii

REP

uggest

points:

either 1

Try ma

mount 2.—

he am

perhaps

lry in

beating

This is

mod o

s used.

4.—]

he bott

ma ma

5.—V

ion is

br Sep

All cargo has to be either binned or tied down to prevent shifting in rough air or on takeoffs and landings. Various methods of aircraft cargo tie downs are on the market. Some are patented appliances, such as the tiedown system used by the army quite extensively during the war. This is a kit of gadgets which is carried in the airplane and contains various length beams, rods, and jacks which attach to tiedown rings in the floor.

Most of our cargo airplanes are equipped with web strap nets which can be adjusted to fit almost any load in the pits. However, the maintenance on these nets has been terrific. The commercial snap fastener used for fastening the nets to the tie down rings just doesn't seem to be able to stand up. For odd-shaped and bulky ship ments, the old reliable tie down rope seems to be the best solution to date. Binning the airplane cargo ship seems to be an excellent solution for the big majority of shipments, particularly mail and express, however.

# **Temperature Control Important**

Temperature control during flight is very important, and up to the present time we have been able to heat the cabin fairly successfully during winter operations. There have been times when failure of the heating system has caused some loss, but this has been quite infrequent. During the time the airplane is on the ground and the plane's heating system is off, heat is supplied to the cabin by means of ground heaters. There are a great number of types of these ground heaters, all of which do a fairly reasonable job.

The best heating system developed so far for the airplane is the use of independent gasoline combustion heaters; but the present heaters operate by using ram air pressure obtained during flight and cannot be run while the airplane is on the ground. This is satisfactory when the airplane is at a station which has the equipment for supplying the ground heat but at some off line station on a weather hold it could very well become a serious problem.

Keeping perishable cargo cool in the summer months is another job awaiting an ideal solution. By means of

(Please turn to page 73)

# LETTERS TO THE EDITORS

# Caramel Corn Formula

We would appreciate it very much if you could furnish us with a formula for a good caramel corn.

-lowa

REPLY: "M. C."s technical director suggests you try the following formula:

6 lbs. No. 10 soft sugar (brown) 4 lbs. CSU 43 Baume

4 oz. corn oil

has to

om the

of the

is also

es not

e. The

ne per-

hecked

a pilot pecause

own to

ndings.

are on

as the

ly dur-

carried

s, rods,

th web

ny load

ets has

sed for

't seem

cy ship-

be the

go ship

najority

owever.

portant,

heat the

s. There

tem has

requent.

and the

he cabin

number

a fairly

the air-

nbustion

ing rum

be run

isfactory

uipment

e station

a serious

months

means of

ECTIONER

oor.

٧.

Water to dissolve.

Cook slowly to about 280° F.
Above syrup will coat 8 gallons of
popped corn. Pour the hot syrup
over the popped corn and stir rapidly until cool. Oil prevents the popped corn from "balling."

If you wish, you may also use 6 bs. of corn syrup and 4 lbs. of gran-

ulated sugar.

# "M. C" Proves Helpful

I have been a constant reader and abscriber of your wonderful magazine for the past 15 years and I have really garnered a wealth of information from it.

-Florida

# Cream Centers Leaking

As a subscriber to your magazine, we would like to ask you what might be the reason that molded chocolate condies with soft cream centers sometimes leak.

-New York

REPLY: Our technical director suggests you check the following points:

l.—The amount of acid you are wing. Have you recently changed other the quantity or kind of acid? Try making a batch using a reduced

mount of acid.

2.—You may have cut down on the amount of egg in the formula, or enhaps are over-beating the egg. Ity increasing the egg content a lille and be sure you are not over-

3.—Are you using any glycerine?
This is a good ingredient, but it is good only if the correct proportion is used. An excess might be one of the causes of trouble.

4.—Try using more chocolate on the bottom. If you are using a coating machine, possibly your bottoms are going through under-coated.

5.—We would not think fermentation is the cause of your trouble, if the bottoms alone are affected. This indicates too much water seepage from the fondant, in turn brought about by any of the points mentioned above.

Sometimes it is advisable to add more albumen to a given formula, as it helps make a leak-proof center.

In judging leaks it is well to bear in mind that it is not always a very soft center that leaks. Do not attempt to market a very soft center with a light coating of chocolate. Make the center to suit the coating, if enough coating cannot be put on to suit the center.

Chocolate coating contracts, and the center often expands. The result is obvious. If the coating is chilled too rapidly, the weak places are almost certain to be broken. If the center is too cold when coated, it may expand to a greater extent than usual, with the result that the coating will be broken.

It is also good practice to have the centers tempered before coating them. This can best be done by having them warmed in the same room in which the chocolate melters are, as these melters are usually placed so as to be near the dipping room.

It is also probable that the trouble you have is due to the fact that the centers are too cold when coated. If the center is thoroughly chilled it contracts, and after coating it will become warmer and will expand. This very frequently causes the coating to break.

# **Fading Colors**

We have been making colored mint patties for some time but have found that the colors have been fading out, which makes the mints look shabby. Can you give us any help for this?

-Minnesota

REPLY: We are inclined to believe the fading of the color is due to crystallization of the sugar. We would suggest that you try adding just a little more of your "doctor," provided you are using one. If you are not using a "doctor," try adding just a little more corn syrup or invert sugar.

While faulty manufacture occasionally arises from the use of improperly made colors, too often colors or other ingredients are not at fault; the trouble coming from an overlooked change in manufacture. For example, the use of "doctors" such as cream of tartar may be the cause of the trouble, as the water supply usually differs in the Summer from Winter composition, thereby requiring a change in the amount required.

# **Plastic Invert**

I find "M. C." very interesting and instructive. Could you tell me in what proportion I should use plastic invert in fudges?

REPLY: For fudge, use about 2½ pounds plastic invert to a 72-pound batch.

# Formula for Halvah

I have been trying to obtain a formula for Halvah. Con you give me any help on this?

-Illinois

REPLY: Our technical director suggests you try the following formula for Halvah:

9 lbs. cane sugar 1 lb. corn syrup

1 lb. coconut butter

3 pts. water 10 lbs. sesame seed

1/2 oz. salt

Put sugar, corn syrup, water, and coconut butter in kettle. Boil to 270° F. Take off fire. Add sesame seeds and salt. Turn out desired thickness on a steel or marble slab. Cut size to suit.

# **Roasting Peanuts**

We have been using vegetable shortening for roasting peanuts and we have never used a thermometer to test the heat of the fat, leaving this matter to the operator, which we realize is not always accurate. Would you kindly advise us the proper temperature for roasting peanuts?

—Canada

REPLY: 316 degrees is satisfactory.

# **Extra Copies Wanted**

Will you kindly send us 12 copies of The Manufacturing Confectioner for June, 1947?

-New York

If possible, we would like to have an additional 100 copies of your April issue.

—Missouri

We would like you to send about 25 copies of the March issue of The Manufacturing Confectioner.

-Sweden

# THE CONTAINER THAT LL BEAUTIFUL IN \*COED



"A" - Opaque, colored

THE EGG AND !!!

BONBONS

CHOCOLATES

**PILLOWS** 

HOBJES

HOSIERY

HANDKERCHIEFS

POWDER PUFFS

SEWING KITS

A WATCH

A RAZOR

PEARLS

EARRINGS

A BRACELET

PERFUME

SOAP

MANICURE KIT

MAKE-UP KIT



"B" - Crystal top and opaque bottom

# AT IL SELL YOUR PRODUCT --

# SECT PROTECTION -- UNSURPASSED EYE APPEAL

Pep up your Easter business now with this gay and sparkling container. Lovely spring colors — bright sunny yellow, delicate blue, petal pink and clear crystal — may be used in a variety of color combinations — with sugar plentiful and lots of candy to ship this year — this unusual eye appeal will move goods faster. It suggests traditional, seasonal giving.

# GIFT CARD INCLUDED

Heavy card insert to keep contents in place, supplied with each Easter Egg. This card with suitable sentiment also serves as a gift card.

# RE-USE VALUE

Double premium value — as a novel ornament, a vanity case, also as a handy container for jewelry and accessories.

# PRODUCT PROTECTION

Your product is well protected in this perfectly molded and finished Easter Egg. The well fitted cover means a tight seal for your merchandise. Heavy wall, rugged structure will stand roughest handling. Ribbon held firmly in place by special slots provided on both sides. Size  $5\frac{1}{2} \times 3\frac{1}{2} \times 3\frac{1}{2}$  high. Write for jobber and retail prices Now — or inquire through your jobber.

Sample Egg available. Send 35c to cover postage and handling.

\*Colors — Pink, light Blue, Yellow and Crystal Clear. (Ribbons not included).

Two assortments: "A" 1 doz. per box assorted colors. Usable in single color or as interchangeable tops and bottoms.

"B" 1 doz. all crystal clear tops and assorted colored bottoms.

Packed: 1 doz. nested in box. Minimum shipments 6 doz. in carton, "A" and "B" assortments as desired. Carton weight approx. 22 lbs., F.O.B. Manufacturers:

SEE FOR YOURSELF - NEW BRILLIANT COLORS -

NEWLY PERFECTED FIT - SEND FOR SAMPLE NOW.

SOLD EXCLUSIVELY BY

Al Smidth

200 FIFTH AVE. (Rm. 317) NEW YORK 10, N. Y.

Mfg'd by Plasticraft Mfg. Co. - Hensy Toy Division No. Arlington, N. J.

# Sales of Boxed Candy Charted

# Popularity of Individual Brands Varies Greatly in Each City

THE RESULTS of surveys made recently in Boston, Philadelphia and Cincinnati by the Research Department of National Transitads presents information of interest and value to candy manufacturers.

In Cincinnati, where 93 per cent of all housewives reported purchases of box candy, the average purchase was one box, weighing 1.1 pounds and priced at \$1.07. In Philadelphia, where 78 per cent of all housewives bought box candy, the average purchase was one box, weighing 1.2 pounds and priced at \$1.23. In Boston, where 71 per cent of the housewives bought box candy, the average purchase was one box, weighing 1.2 pounds and priced at \$1.02.

The average interval of time since the last purchase of box candy was 48.8 days in Cincinnati, 31 days in Philadelphia, and 66 days in Boston. When broken down the figures on time of last purchase showed:

# Cincinnati

32% bought box candy last more than 60 days ago 18% bought box candy last from 30 to 60 days ago

20% bought box candy last from 2 weeks to 1 month ago

9% bought box candy last from 1 week to 2 weeks ago

9% bought box candy last within 1 week 12% did not know when they last bought box candy

### Philadelphia

26% bought box candy last more than 60 days ago

18% bought box candy last from 30 to 60 days ago 22% bought box candy last from 2 weeks to 1 month ago

11% bought box candy last from 2 weeks to 1 month ago

21% bought box candy last within 1 week

2% did not know when they last bought box candy

# Boston

44% bought box candy last more than 60 days ago 16% bought box candy last from 30 to 60 days ago

17% bought box candy last from 2 weeks to 1 month ago

7% bought box candy last from 1 weeks to 2 weeks ago 12% bought box candy last within 1 week

4% did not know when they last bought box candy

Figures on the popularity of specific brands of box candy varied greatly in each city. The brand nearest to being a popular favorite in all three cities was Fanny Farmer which was listed first in Boston, second in Cincinnati, and fifth in Philadelphia. For a detailed listing of brand popularity in the three cities, see the accompanying tables.

As might be expected, candy stores accounted for the greatest percentage of sales in all three cities, 53 per cent in Cincinnati, 60 per cent in Philadelphia, and 58 per cent in Boston. Drug stores were reported as the place of purchase by 25 per cent in Cincinnati, 24 per cent in Philadelphia, and 28 per cent in Boston. Department stores, grocery stores and other places accounted for the

rest, 22 per cent in Cincinnati, 16 per cent in Philadelphia, and 14 per cent in Boston.

In Cincinnati 80 per cent of all housewives reported purchases of candy other than boxed or bars and the average purchase was 1.2 packages priced at 19 cents. In Philadelphia 64 per cent of the housewives reported purchases of candy other than boxed or bars and the average purchase was 1.8 packages priced at 17.2 cents. In Boston 64 per cent reported purchases of candy other than boxed or bars and the average purchase was 1.3 packages priced at 9.8 cents.

The time interval since the last purchase of this type of candy was naturally much shorter than in the purchase of box candy. In Cincinnati the average interval since the last purchase was 12.8 days, in Philadelphia 8 days, and in Boston 11 days. When broken down the figures on time of last purchase of candy other than boxed or

bars showed:

# Cincinnati

50% bought within 1 week

18% bought from 1 week to 2 weeks ago

26% bought from 2 weeks to 1 month ago 6% bought more than 1 month ago

Philadelphia 70% bought last within 1 week

16% bought last from 1 week to 2 weeks ago

7% bought last from 2 weeks to 1 month ago

# 7% bought last more than 1 month ago

# Boston

45% bought last within 1 week

38% bought last from 1 week to 2 weeks ago

14% bought last from 2 weeks to 1 month ago

3% bought last more than 1 month ago

In this type of candy, mints accounted for the greatest percentage of sales in all three cities. Fruit drops, gum drops, caramels and licorice were popular also.

# Cincinnati

Mints represented	23%	of	all	purchases
Gum Drops represented	15%	of	all	purchases
Fruit Drops represented	10%	of	all	purchases
Caramels represented	8%	of	all	purchases
Licorice represented	4%	of	all	purchases
Chocolate represented	4%	of	all	purchases
Bridge Mix represented	3%	of	all	purchases
Taffy represented	1%	of	all	purchases
8 Other Types represented	32%	of	all	purchases

1009

### Philadelphia

Mints represented	24%	of	all	purchases
Licorice represented	20%	of	all	purchases
Fruit Drops represented	18%	of	all	purchases



# Riegel Papers

PROTECTION • ECONOMY
PRODUCTION EFFICIENCY

To keep your product in the channel of volume sales, be sure its quality is fully and economically protected. Today, leading firms in many fields are relying on over 600 different Riegel Papers...each one the answer to some technical problem, sometimes simple, sometimes complex. For protective papers...for special papers of any type...consult Riegel first.

RIEGEL PAPER CORPORATION . 342 MADISON AVENUE, NEW YORK 17, N. Y.

for September, 1947

page 55

greatest ps, gum

City

ladel.

d the cents, ported

cents.
other
as 1.3

s type rchase l since days, figures xed or

archases archases archases archases archases archases archases archases

urchases urchases urchases

CTIONER



Amsco Automatic Rotary **Bag Sealing Machine** 

# SOLVES YOUR



Corley-Miller Wrapping & Sealing Machine

# **PACKAGING**



Simplex Bag Making Machine

# **PROBLEMS**

Step up production and cut down your costs with Amsco equipment —adds speed and efficiency to your packaging.

- bag sealing bag making bag and carton weighing and filling bag aligning and conveying wrapping sheeting and gluing sandwich making and wrapping hand and foot operated sealing devices



Gum Drops represented	15%	of	all	purchases
Caramels represented	6%	of	all	purchases
Chocolate represented	5%	of	all	purchase
Hard Candy represented	3%	of	all	purchase
6 Other Types represented	4%	of	all	purchase
Type Not Given represented	5%	of	all	purchase

# 100%

### Boston

Mints represented	52%	of	all	purchases
Fruit Drops represented	14%	of	all	purchases
Gum Drops represented	10%	of	all	purchases
Caramels represented	6%	of	all	purchases
Licorice represented	4%	of	all	purchases
Chocolates represented	2%	of	all	purchases
3 Other Types represented	1%	of	all	purchases
Didn't Know Type represented	11%	of	all	purchases

# 100%

The place of purchase of candy other than boxed or in bars was primarily drug and grocery stores in all three cities.

# Cincinnati

59%	of	purchase	acts	were	in	Grocery Stores
18%	of	purchase	acts	were	in	Drug Stores
9%	of	purchase	acts	were	in	Variety Stores

5% of purchase acts were in Movies & Theatres

3% of purchase acts were in Candy Stores 1% of purchase acts were in Department Stores

5% of purchase acts were in 8 Other Places

# Philadelphia

22%	of	purchase	acts	were	in	Drug Stores
22%	of	purchase	acts	were	in	Grocery Stores
18%	of	purchase	acts	were	in	Candy Stores
18%	of	purchase	acts	were	in	Movies & Theatres
7%	of			were		Vending Machines

5% of purchase acts were in Variety Stores

# 8% of purchase acts were in 7 Other Places

# Boston 34% of purchase acts were in Drug Stores

30% of purchase acts were in Grocery Stores 16% of purchase acts were in Movies & Theatres

11% of purchase acts were in Variety Stores

9% of purchase acts were in 6 Other Places

# Cincinnati

	Boxes	Pounds	Dollars
Maud Mueller	14%	17%	15%
Fanny Farmer	13	14	13
Brachs'	9	10	10
Putnam's	5	5	6
Whitman	4	4	7
Bunte	3	3	6
Mrs. Stevens	3	5	3
Mullanes	3	4	4
Johnston	2	3	4
Southern Kitchens	2	2	3
Martha Washington	2	1	2
Molly Carter		1	1
Grater's	2	2	3
28 Others	18	16	12
Didn't Know	19	13	11
	100%	100%	100%

Total Number of Brands Reported-41

(Please turn to page 58)

rchases rchases rchases

xed or in all

chases chase chases chases chases chases

chases



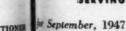




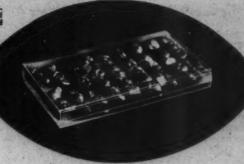












# ready-made for better selling





# VUEPA

Your choicest confections sell themselves with their eye-appealing goodness when you show them in sparkling, transparent Vuepak. And that goodness, flavor and freshness is preserved and protected—as well as enhanced—by this tough, rigid Monsanto packaging material.

Pre-fabricated containers like these make the Vuepak "eye-way" to selling even easier and more economically available. A variety of sizes and shapes and a choice of chipboard or white-coated metal bottoms make them adaptable to the widest possible range of confections. Printed to order with attractive designs and your name, they give your products truly distinctive individuality in addition to Vuepak's proved selling value.

Your product is certainly good to look at-capitalize on it by putting it in Vuepak. Get complete information from: MONSANTO CHEMICAL COMPANY, Plastics Division, Springfield 2, Mass.

In Canada: Monsanto (Canada) Limited, Montreal.

SERVING INDUSTRY . . . WHICH SERVES MANKIND



# Candy Consumer Preference Survey

(Continued from page 56)

10.0	9 .		11	-1	1.2.
-	$\mathbf{n}$	$\mathbf{1ac}$	юı	ш	hia

1 miauci	bitter		
3971	Boxes	Pounds 13%	Dollars 26%
Whitmans	21%	'	
Lofts	11	10	10
Margaret Penn	4	4	3
Schellenberger		5	5
Fanny Farmer		3	2
Dairy Maid	3	3	3
Schraffts	3	3	4
Waldron's	. 3	3	3
Lit Brothers	2	2	1
Stricts	2	1	1
Johnson's Salt Water Taffy	2	2	1
Marguetand		2	1
Hanscom	2	2	2
Newman	2	2	2
35 Other Brands	19	20	21
Didn't Know Brand	17	20	15
	100%	100%	100%

### Boston

Total Number of Brands Reported-49

Fanny Farmer	Boxes 24%	Pounds 26%	Dollars 23%
Schrafft		13	17
De Haviland	7	7	6
Durands	4	4	5

Candy Cupboard	. 4	4	4
Connelly's		5	4
Brighams	. 3	2	2
Page & Shaws	. 2	2	2
Lovell & Covell		2	2
27 Other Brands	. 17	17	17
Didn't Know Brand	. 20	18	18
	100%	100%	100%

lune

anno Hures the f

year. manu

Ac

of al

proxi

six n

recor

lows:

tailer

sales

and

per o

year

• Q

A ne

One.

ing,

Tr

Ju 1946

Do

Total Number of Brands Reported-36

- Taffel Bros.: A new ribbon design, Candlelite, featuring Christmas trees, candles and stars on red and green satin ribbons, is being introduced.
- Food and Container Industry: The army and various food companies have recently joined to organize the Associates of the Food and Container Industry. Purpose of the new organization is speedy and thorough distribution of the research findings which are being made at the Quartermaster Food and Container Institute. The executive committee of the new organization is made up of representatives from Wilson & Co., Swift & Co., Borden Co., Pillsbury Mills, Inc., and the Food Research Institute of the University of Chicago.
- Folding Paper Box Ass'n of America: New orders for folding paper boxes declined 13.5 per cent in the first half of 1947 from the record 1946 high. Delivery of boxes exceeded last year by 8.3 per cent. The industry's backlog of unfilled orders remains at a high level with substantial continued demand.

# DRESS UP YOUR PRODUCTS WITH PATIONAL WITH PRODUCTS WITH PRODUCTS WITH PRODUCTS \* TAFFETAS \* TAFFETAS \* TINSELS \* TINSELS

# **FOR Faster SALES**

NATIONAL Ribbons have the richness, the color, and the quality look that spell eye-appeal—and sales appeal! Better materials—in bigger variety: a large selection of staple qualities, every desirable choice of width.... For that extra something that draws extra attention and extra sales. Check your stock today!

Your Brand Colors are a National Ribbon Specialty

Mill: Central Fells, R. I.

NATIONAL Fibbon CORP.

General Offices 444 FOURTH AVENUE, NEW YORK TO, N.

# June Dollar Sales Top June '46 Figures; Estimate Sales for Half Year Period High

2

2 2 17

18

.00%

lelite,

on red

y and

to or-

tainer

on is

search

rmas-

cutive

up of

Food

ew or-

r cent

high.

r cent.

mains

mand.

d

n e

go.

Manufacturers dollar sales of confectionery in June were 39 per cent above June a year ago, but 16 per cent below sales in May, according to an announcement made recently by Director J. C. Capt, Bureau of the Census, Department of Commerce. For the first half of this year, dollar volume registered a gain of 38 per cent over the first six months of last year. These figures are based on reports from 280 manufacturers located throughout the country.

According to preliminary estimates, total candy sales of all manufacturers in the country amounted to approximately 435 million dollars for the first half of the year compared with 315 million during the first six months of 1946.

Dollar sales gains in June over a year ago were secorded by all classes of candy manufacturers as follows: chocolate manufacturers, 44 per cent; manufacturer-wholesalers, 40 per cent; and manufacturer-retailers, 6 per cent. Compared with May, however, June sales of manufacturer-retailers, chocolate manufacturers, and manufacturer-wholesalers were off 33, 31, and 11 per cent respectively.

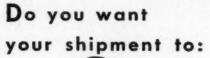
June poundage sales were 9 per cent above June, 1946. Poundage sales for the first six months of this year were 2 per cent over the first half of last year.

• Quartermaster Food and Container Institute: A new volume, known as Operations Studies No. One, entitled "Subsistence Packaging and Packing," is now being published. Because of the small

number of copies available, distribution is limited to one copy each to technical and scientific libraries, military agencies and firms in the subsistence packaging field. Requests on organization letterhead should be sent to the Chief, Technical In-formation Division, Food and Container Institute, 1849 W. Pershing Road, Chicago 9, Ill.

- American Machine & Foundry Co.: C. W. La-Pierre has been appointed vice president in charge of engineering and H. L Newell has been appointed manager of the central engineering department.
- Package Machinery Manufacturers Institute: An inspection tour of the new plant of Package Machinery Co., East Longmeadow, Mass., will be a feature of the fifteenth annual meeting of the Institute to be held at Springfield, Mass., on October 6 and 7 in the Hotel Sheraton. A golf tournament at the Longmeadow Country Club, for which trophies will be awarded, is also part of the planned program.
- Robert Gair Co., Inc.: George E. Dyke, president, has announced the acquisition by Gair of property and business of Egg Safety Carton Corp., New York.
- National Adhesives: A new booklet, "Successful Case Sealing," has been issued by National in cooperation with the Railway Express Agency and the railroads to promote better case and carton sealing. Copies are available without charge to all concerned with shipping problems who write National Adhesives, 270 Madison Ave., New York.







Somewhere along the line?"

.On to your customer?

When will it arrive? How will it look? The impression it makes on your customer depends on

how it is marked, addressed, shipped. We have specialized in shipping room methods, supplies and equipment for 54 years. Get our complete

catalog. See your telephone book under "Stencil Cutting Machines"; or write: Diagraph-Bradley, Dept. H, 3745 Forest Park Blvd., St. Louis 8, Mo. World's oldest and largest stencil machine manufacturer.



# Manufacturers

Are you looking for an experienced salesman? We can put you in touch with experienced candy salesmen and candy brokers covering practically every territory in the United States.

# WESTERN CONFECTIONERY SALESMEN'S ASSOCIATION

36 E. Highland Ave.

Villa Park, Ill.

- Quartermaster Food and Container Institute: Dr. Harry L. Fevold has been appointed chief of the Institute's product development division.
- S. K. Smith Co.: K. G. Cooley, formerly assistant sales manager, has been named sales manager of the cover division. L. R. Smith, R. J. Renn, and E. W. Kase, all returned from service, have rejoined the organization.

Aver 1947.

acid as

pounds

heterocout ho

shown The st

cipal

keto a

the ac

lent co

Wate

Techn

100 p



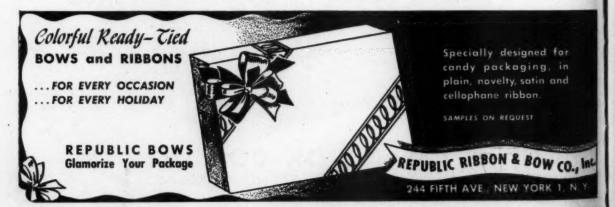
NEW, MOLDED CANDY CONTAINERS of cellulose pulp by Asimal Trap Company of America, Lititz, Pa., feature traditional Santa Claus, boot, turkey, pumpkin, and bunny styles; are available in various color combinations.

• St. Regis Paper Co.: Plans for construction of a \$6,000,000 kraft paper mill and multiwall bag plant at Tacoma, Wash., are announced.

• American Can Co.: T. L. Shackford is appointed assistant to the manager of sales for the firm's central division, announces Gordon H. Kellogg, vice-president. D. B. Carver is appointed a sales division manager for the central division and F. B. Newcomb manager for the Chicago district.

• Ever Ready Label Corp.: A new 32-page booklet "Tools of Business" is being distributed. An informative discussion of various types of labels for various purposes is included in the booklet.

• Waterproof Papers: An investigation of waterproof papers for packaging is being undertaken jointly by the National Bureau of Standards and the Waterproof Paper Manufacturers Ass'n. Robert C. Reichel, formerly research associate for Insulation Board Institute, will be research associate for the studies, it is reported.



# "M. C." BOOK REVIEWS

Levulinic Acid

e: Dr.

of the

assisinager

n, and

ve re-

of a

plant
ointed
s cenvicediviF. B.
ooklet
in inls for
vatertaken
s and
Robor Inociate

Avery A. Morton, Ph. D. 28 pages. 1947. A booklet discussing levulinic acid as a source of heterocyclic compounds, this review stresses the functional groups in levulinic acid which are essential for the preparation of heterocyclic compounds and points out how far the laboratory has kept pace with some of the possibilities shown by this interesting compound. The study is divided into four principal headings: (1) the keto-acid system and related combinations, (2) the keto-methylene and ketomethyl systems, (3) the halogeno-keto and related systems, and (4) the acid chloride, ester, or equivalent compound.

# Water Analysis

Bulletin No. 11 by the Solvay Technical and Engineering Service. 100 pages. 1947. An excellent reference prepared by Solvay for making available, in a concise form, the methods for the analysis of water adopted for use in the Solvay laboratories. Although not intended as a general reference work, the booklet presents methods that have been found suitable for rapid work without undue sacrifice in accuracy. Most of them are based on long experience. Others embody recent developments.

# Trade-Mark Supplement

A Supplement to Dr. Harry A. Toulmin's 1946 Trade Mark Act, which was reviewed in the May, 1947, issue of The Manufacturing Confectioner (page 72). 88 pages. 1947. This handy supplement contains rules of practice and forms in trade mark cases. Among the rules included are: affidavit for incontestability, appeals, assignment of marks, procedure in contested proceedings, fac-

Subscribe to

# THE MANUFACTURING CONFECTIONER

Only \$3.00 per year—\$5.00 for 2 years.

- e Feature Articles
- e Candy Clinic
- Candy Packaging
- a Condy Equipment Proving
- a Tachnical Literature Diges
- Manufacturing Retailer
- a Book Reviews

And many other features

400 W. Madison - CHICAGO 6

On addition to...
Circulars, Booklets, Labels,
Enclosures, Ad Reprints,
Sales Letters, Dealer Helps
We also do...
Commercial Printing
All Reasonably Priced
Small Runs or Large

KRIEGER PRINTING COMPANY 128 Wooster St. N. Y. C. 12 CAnal 6-5751



If you pack your candy in boxes, you can develop brand buying and improve your resales by stamping your brand name and company on the box pad. The cost is small compared to the advertising value gained. The sample of Decopad with our own trade mark on it above shows how effectively this can be done. Write us for full details about this valuable way of individualizing your candies.

We process paper for various candy box findings and will be glad to serve you on whatever materials are available.

George H. Sweetnam, Inc. 282-286 Portland St., Cambridge 41, Mass.

"Specialists in the Packaging Field"\_

ONER

similes, requirements for application, reregistration and republication of marks.

# Food Regulation, Compliance

Arthur D. Herrick. Volume II. Appendix. 1947. Price \$10. This second of two volumes on food regulation and compliance presents a thorough analysis of the practical problems confronting every food manufacturer and distributor under U. S. law. In addition to labeling, packaging, grading, and other general marketing regulations, a special chapter is provided on adulteration in confectionery, which is termed "the special concern of pure-food advocates."

Confectionery manufacturers will find the book helpfully and clearly discusses such points as what constitutes confectionery, alcohol in confectionery, alcohol in flavoring extracts, non-nutritive substances in confectionery, permissible non-nutritive substances, and masticatory substances in chewing gum.

Because of its thoroughness in

analyzing the ramifications of the pure food laws, the book deserves a place in the library of all manufacturing confectioners. Handling as it does a highly involved and intricate subject, the book is replete with numerous helpful suggestions, precedents, and references of all kinds. Abacadabra of legal terminology is avoided, and the book is presented in clear, specific, non-technical language that makes for interesting as well as informative reading.

The helpful appendix provides a reference text on the federal food, drug, and cosmetic act, and the general regulations for its enforcement.

# Composition of Foods

R. A. McCance and E. M. Widdowson. Second revised edition. 156 pages. 1947. Price \$3.75. A concise, thorough book which gives numerous tables on the composition of food per 100 grammes and per ounce, this work presents valuable, easy-to-find information in a simple and practical manner. Manufacturing confectioners will find especially informative the tables on the com-

position of dairy products, fruit, nuts, sugar, and vegetable fata. Studies are also made of the losses caused by cooking and whether the constituents of a food are really available for the body, whether they are decomposed in the alimentary canal, or fail to be absorbed.

manuf

venien

and p

maras

table s

to a g

ries u

olate-c

thi

WT

also a

ufacti

dies

spice

ufact

will

chap

posit Hanc Com

Th

Po

An

# **Food Products**

Saul Blumenthal. 986 pages. Appendix. Bibliography. Glossary. 1947 Price \$12. A comprehensive manual on popular and basic food ingredients that contains much valuable information for every plant superintendent, food chemist, section foreman, as well as food manufacturers and salesmen.

A thorough chapter on confectionery and cocoa lists numerous formulae and data of especial interest to candy manufacturers and their personnel. The manufacture, uses, and composition of chocolate are informatively discussed, and various convenient tables presented. The chapter's classification and comments on the different kinds of cocoa beans will also prove of helpful service to



THESE ATTRACTIVE METAL CANS. produced by Kavart Studios, New York City, are examples of a type of packaging that is becoming increasingly popular with candy men. Used primarily for luxury packaging before the war, they are now procticable for a wide variety of candy. Longer shelf life and the possibility of using the bright and colorful hues of lithography, which are popular with candy consumers, are two of the advantages which this type of package offers. Since most metal candy containers are converted into household utility boxes by the consumer. the silent sciesmanship of these cans is another feature which appeals to many candy manufacturers. For a more complete discussion of metal containers, see the August, 1947.

Manufacturing Confectioner.

manufacturing confectioners as convenient reference guides.

fruit.

fats,

losses

er the

really

r they

entary

. Ap-

sary.

ensive

food

valu-

plant

ection

ufac-

ction-

for-

est to

per-

and

nfor-

con-

chap-

ts on

eans

ce to

ANS, New type g in-

precindy.

hues pular i the

or a

947.

ER

An excellent chapter on jellies and preserves gives valuable data on maraschino cherries. Included is a table showing the number of cherries to a gallon, including dipping cherries used primarily for cordial chocolate-coated cherries. The section

Additional information on any of the books mentioned in this article may be obtained by writing to The Manufacturing Confectioner.

on candied and glazed fruits will also answer many problems of manufacturers.

Polishes for chocolate-coated candies and suggested uses for some spices and flavor aids in candy manufacture are also discussed.

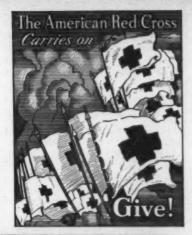
The manufacturing confectioner will find helpful, too, the excellent chapters on plant sanitation and sanitary food control and on the composition and preservation of foods. Handy tables appear in the appendix. Common and chemical names of

various materials are given in the chemical glossary.

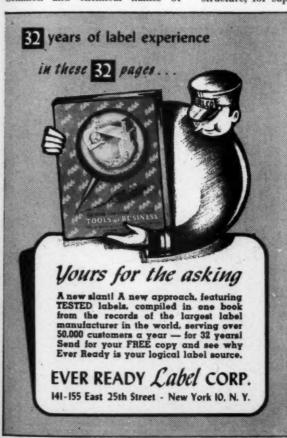
The style of the book is clear and simple, to enable non-technical workers to follow the directions and manufacture good food products when using its numerous tested formulae.

# Management Leader's Manual

Edited by James O. Rice and M. J. Dooher. 192 pages. 1947. Price \$3. Designed primarily for operating executives, supervisors, and foremen, this manual was compiled to promote wider understanding of managerial problems and techniques, particularly in the field of human relations. Its seven sections deal thoroughly and clearly with the management leader's human relations responsibilities, management leadership in a democracy, interviewing and counseling techniques, and means of diagnosing organization problems. A section of tests is also included to help determine qualifications for leadership management. Spiral bound in blue leatherette, the volume is designed for individual reading to further knowledge of the management structure, for supervisory conference









training through chapter-by-chapter discussion, as a desk manual for executives and supervisors, and for general reading as an introduction to practical, professional management.

### Color in Sucrose

F. W. Zerban, Ph. D. 32 pages. 1947. This booklet assembles existing data on the colored materials encountered in the production of sugar. Origins and chemical nature of these colored materials are considered, their effects and consequences examined, and methods of control and removal treated.

This review is prepared by an outstanding authority and presents the rationale which underlies the whole practice of sugar refining. It also provides data of immediate interest to both processors and users of sugar products and establishes the background necessary for further investigation.

# **Practical Emulsions**

H. Bennett. 568 pages. 1947. Price \$8.50. A completely revised and enlarged edition, this authoritative work contains helpful information for candy manufacturers on the use of food emulsions in particular and on other emulsions in general. Special sections are included on the use of lecithin and pectin as emulsifying agents. A symposium on industrial emulsions and a section on recently developed emulsion formulae have also been added. The comprehensive list of emulsifying agents will be of great value to chemists, technologists, and manufacturers.

# Personnel Pamphlets

A series of pamphlets containing papers presented at the recent Personnel Conference of the American Management Ass'n.

Industrial Relations and Social Change (50 cents) includes a discussion of "American Business and Its Human Relations," by Fowler McCormick; "Industrial Relations and Social Change," by Benjamin L. Masse, S. J.; "Changing Concepts in Collective Bargaining," by E. H. van Delden.

Economic Factors in Labor Relations (50 cents) contains papers presented by Jules Backman on "Productivity, Wages, and Prices"; by Vincent P. Ahearn on "The Outlook on New Labor Legislation"; and by Cyrus S. Ching on "The Growth of

Industry-Wide Bargaining." Dr. Backman's paper is especially interesting for manufacturing confectioners in that it presents, among other findings, figures showing that unit labor costs in the confectionery industry increased 27.8 per cent from 1939 to 1944 despite the increase in productivity.

Measuring Results of Personnel Functions (50 cents) includes papers by Lawrence A. Appley on "The Significance of Personnel Administration," by Guy B. Arthur, Jr. on "A Scrutiny of Personnel Practice," by Neal E. Drought on "Techniques of Measuring Personnel Effectiveness" and by L. E. Schmidt on "Methods of Evaluating a Personnel Program."

Negotiating and Interpreting the Labor Agreement (\$1.25) presents five papers: "Unionization of the White Collar Worker," by Robert K. Burns; "Negotiating the Labor Agreement—An Open Forum,"; "Arbitration and the Scope of Collective Bargaining," by Andre Maximov; "The Process of Arbitration," by Ralph T. Seward"; and "The Impact of the Wagner Act on Labor-Management Relations," by Gerard R. Reilly.



The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for both large and small manufacturers, are fast, always de-

pendable and economical. The SENIOR MODEL wraps 160 pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

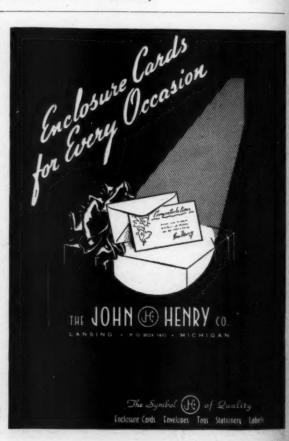
Both machines are built for the most exacting requirements and carry our unqualified guarantee.

Write For Complete Specifications and Prices

# IDEAL WRAPPING MACHINE CO.

EST. 1906

MIDDLETOWN, N. Y. - - - U. S. A.



Jor

We Are Proud to Present

# VOSS

HI-GLOSS NO. 3

PLASTIC COOLING TUNNEL BELTING

All purpose cooling tunnel belting with Heavy, Strong Canvas Back. Can run without the aid of a carrier belt.

GET THESE ADVANTAGES FROM YOUR NEXT COOLING TUNNEL BELT BY USING YOSS HI-GLOSS No. 3\*



Dr.

other t unit ry infrom ase in

sonnel

minis-Jr. on ctice," niques ectivedt on sonnel

g the

esents of the Robert Labor

um,";

f Col-Maxi-

tion," e Im-

abor-

1—GLOSSY MIRROR-LIKE BOTTOMS ON YOUR CHOCOLATES

2-NO CRACKING: NO PEELING

3-LONGER LIFE; WILL NOT WRINKLE

—EASY TO SPLICE—With our new method of splicing HI-GLOSS can be run immediately after splicing—No waiting for cement to dry.

5—MORE SANITARY—Plastic top easy to keep clean.

OUR NEW HI-GLOSS NO. 3 EMBODIES ALL THE FEATURES OF OUR ORIGINAL HI-GLOSS BELTING AND IN ADDITION HAS THE STRENGTH AND BODY TO RUN ON ANY TYPE OF COOLING TUNNEL WITH OR WITHOUT A CARRIER BELT.

Also available in sheets for hand dipping. Can be used indefinitely.

LOOK TO VOSS FOR THE NEW IMPROVEMENTS IN BELTING! A COMPLETE LINE OF BELTING & SPECIALTIES FOR THE CANDY INDUSTRY.

**VOSS BELTING & SPECIALTY CO.** 

5303 N. RAVENSWOOD AVENUE

CHICAGO 40, ILLINOIS

(\*Pat. Appl. For)

ONER



# THE INDUSTRY'S CANDY CLINIC

### MANUFACTURING CONFECTIONER HELD MONTHLY BY THE

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples bave been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

# Bar Goods; 5c and 6c Items

# CODE 9Q47

# Chocolate Covered Mint Cream Bar-11/2 ozs.-6c

(Purchased at a news stand, N. Y. C.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in green and brown.

Coating: Dark: Fair.

Center:

Color: Good. Texture: Fair. Flavor: Good.

Remarks: Center was very "short" and very "wet". Suggest center formula be checked.

### CODE 9R47

# Chocolate Coated Coconut Bar-11/2 ozs.-6c

(Purchased at a news stand, N. Y. C.)

Appearance of Bar: Good.

Size: Fair.

Wrapper: Glassine; printed in light blue and red.

Coating: Dark: Fair.

Center:

Color: Good. Texture: Good. Taste: Good.

Remarks: Suggest a better grade of coating be used. Center was good but coating spoiled the flavor of the bar.

# CODE 9S47

# Chocolate Coated Peanut Chew Bar-11/4 ozs.-6c

(Purchased at a news stand, N. Y. C.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in brown, red, and blue.

Coating: Dark: Fair.

Center:

Color: Good. Texture: Good. Taste: Good.

Remarks: The best bar of its kind the Clinic has examined this year. Suggest a better grade of coating be used to improve flavor of the bar.

# CODE 9T47 **Chocolate Coated Coconut Bar** -134 ozs.-6c

(Purchased at a news stand, N. Y. C.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in blue, red, and white.

Coating: Fair.

Center:

Color: Good. Texture: Good.

Taste: Fair.

Remarks: Center needs more flavor. Coconut was very hard and dry.

### CODE 9U47

# Chocolate Coated Nut Chew Bar -11/2 ozs.-6c

(Purchased at a news stand, N. Y. C.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in red and blue.

Coating: Light: Fair.

Center:

Color: Fair. Texture: Good. Taste: Fair.

Remarks: Bar would have a better taste if the soya beans were left out.

# CODE 9V47

# Peanut Fudge Roll—13/4 ozs.—8c

(Purchased at a news stand, N. Y. C.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in blue and orange.

Peanuts: Good.

Center:

Color: Good. Texture: Good. Taste: Good

Remarks: The best bar of its kind the Clinic has examined this year.

# CODE 9W47

# Chocolate Coated Mint Bar -11/4 ozs.-6c

(Purchased at a news stand, N. Y. C.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in blue and red stripes.

Coating: Dark: Fair.

Center:

Color: Good. Texture: Good.

Flavor: Good.

Remarks: The best coated mint cream bar the Clinic has examined this vear.

# CODE 9X47

# Chocolate Shell Bar -13/8 ozs.-6c

(Purchased at a news stand, N. Y. C)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in blue,

orange, and yellow.

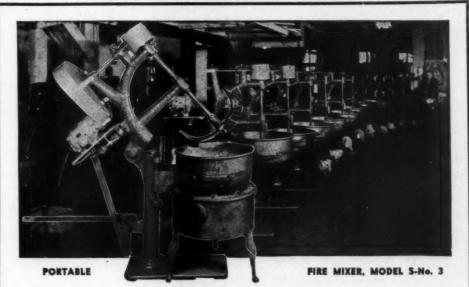
Coating: Good.

THE MANUFACTURING CONFECTIONER

for Sept

# Eliminate the Hard Work of Hand Stirring

# Savage Bros. IMPROVED FIRE MIXER



Cooks and stirs the batch quickly and efficiently. The mechanical stirrer scrapes the entire cooking surface of the kettle with every revolution—no scorching.

You need this machine to speed up Fall production.

Immediate Delivery-Inquiries Welcomed

# SAVAGE BROS. CO.

Over 91 Years Manufacturing Quality Food Equipment
2638 GLADYS AVE. CHICAGO 12, ILL.



lue

the

C.)

blue

C.)

olue,

NER

# FERBO FINE ART **IMITATION FLAVORINGS**

# Create Captivating Taste

Straight Butter Flavor 92 Score Quality Butter-Cream Flavor High-Score Butterscotch Flavor Caramel-Nut-Butter Flavor Rum-Butterscotch Flower Fine Art Maple Flavor French Tang Vanilla

> Samples to the trade upon letterhead request.

FERBO CO., Madison, N. J.

# Wm. A. Camp Co., Inc.

Importers — Distributors

Cashews Brazils

**Almonds Filberts** 

Walnuts Pecans

**Dried Fruits** 

Your Inquiries Solicited

100 Hudson St., New York 13, N.Y. WAlker 5-6460

Center: Good.

Remarks: The best and only bar of its kind on the market. Should be a good seller at 6c.

# CODE 9A47

# Fudge Bar-11/2 ozs.-no price

(Sent in for analysis No. 4520)

Appearance of Bar: Good.

Size: Good.

Wrapper: Cellulose, inside piece of gold paper printed in blue.

Fudge:

Color: Good.

Texture: Too chewy.

Taste: Fair.

Remarks: Suggest fudge be made 'shorter" as it is not a good eating fudge; also lacked a good chocolate flavor. A printed cellulose wrapper would be more attractive than the present method of wrapping bar.

# CODE 9B47

# Chocolate Coated Mint Patty-11/4 ozs.-5c

(Purchased in a restaurant, Harrisburg, Pa.)

Appearance of Patty: Good. Size: Good.

Wrapper: Glassine; printed in brown, red, white, green.

Coating: Fair.

Center:

Color: Good. Texture: Good. Flavor: Weak.

Remarks: Coating is not up to standard on good 5c Patties. Suggest additional mint flavor be used.

in red.

Color:

Texture

Taste: Remarks:

of this

this yea

Chocol

Appearan

Size: Goo

Wrapper

Coating:

Color:

Texture

Flavor:

Remarks:

type of

up; it ' and it

Suggest

to prot

Milk Ch

Appearan Size: Goo Wrapper:

and red Coating: Center:

Color: Texture Remarks: that the and goo

(Purchase

Appearance e: Sma

Wrapper: in blue.

Color: Go Texture: Taste: Fa Remarks: wrapper

attractiv

Purchase

Appearance

or Septer

Co

(Pur

Center:

and blu

(Pur

Coating:

Center:

# CODE 9C47 Chocolate Coated Coconut Chew Bar-1 oz.-5c

(Purchased in a drug store, Oak Park, Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine, printed in yellow, red, and brown.

Coating: Fair. Too thin. Center:

Color: Good.

Texture: Good. Taste: Fair.

Remarks: Coating is not up to standard. Center had an odd after taste, not a pleasing taste.

# CODE 9D47

# Chocolate Coated Hard Candy and Peanut Bar-11/4 ozs.-5c

(Purchased in a department store San Francisco)

Appearance of Bar: Good.

Size: Good.

Wrapper: Paper backed foil; printed

first quality EGG ALBU for confectionery manufacturers POWDERED ALBUMEN GRANULAR ALBUMEN FLAKE ALBUMEN SPRAY ALBUMEN Write for Samples and Current Quotations to:

> DOMESTIC EGG PRODUCTS, Inc. A SUBSIDIARY OF DOUGHNUT CORP. OF AMERICA 393 SEVENTH AVE., NEW YORK 1, N.Y.

PLANTS AT: WITCHITA FALLS, TEXAS . CHICKASHA, OKLAHOMA . McKENZIE, TENN. . NASHVILLE, TENN.

in red, yellow, white.

Coating: Milk Chocolate: Good.

Center:

Color: Good. Texture: Good. Taste: Good.

Remarks: This is one of the best bars of this type the Clinic has examined this year.

# CODE 9E47

# Chocolate Coated Cream Mint Bar-11/2 ozs.-6c

(Purchased in a cigar store, San Francisco)

Appearance of Bar: Good.

Size: Good.

W,

ted

Wrapper: Glassine printed in green

and blue. Coating: Fair.

Center:

Color: Good.

Texture: See remarks.

Flavor: Good.

Remarks: Coating is too thin for this type of bar. Center needs checking up; it "leaked" through the coating, and it is not a good eating cream. Suggest a cardboard boat be used to protect bar.

# CODE 9F47

# Milk Chocolate Coated Molasses Peanut Butter Bar-11/4 ozs.-5c

(Purchased in a drug store, River Forest, Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine, printed in yellow

and red. Coating: Good.

Center:

Color: Good.

Texture: Good. Taste: Good.

Remarks: The best bar of this type that the Clinic has examined this year. Well made. Good quality and good eating.

# CODE 9Y47 Coconut Fudge Bar -1% ozs.-6c

(Purchased at a news stand, N. Y. C.)

Appearance of Bar: Fair.

Size: Small.

Wrapper: Cellulose, foil seal printed

in blue. Color: Good.

Texture: Good.

Taste: Fair.

Remarks: Suggest a printed cellulose wrapper be used to make bar more attractive.

# CODE 9Z47

# Coated Coconut Bar -11/s ozs.-6c

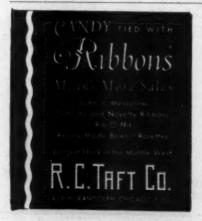
(Purchased at a news stand, N. Y. C.)

Appearance of Bar: Good.

w September, 1947



SM VAY SALES CORPORATION Alkalies and Chemical Products Manufactured by The Solvey Process Company 40 Richer St., N. Y. S. N. Y.



# Honey

We Solicit Your Inquiries

FOREIGN COMMODITIES CORP. 100 Hudson St., New York 13

Telephone: WAlker 5-6286



CAPITOL MILK

# MAKE BETTER CANDY

Spray and Roller Process Non-fat Dry Milk Solids, Whole Milk and Buttermilk Powder

**Condensed Milk** 

FOR A DEPENDABLE SOURCE OF SUPPLY WRITE

DAIRYLAND MILK
CORPORATION-ESTABLISHED 1933
996 BAYMOND AVE. ST. PAUL 4, MINN.

USE M. C. CLASSIFIED ADVERTISING to Sell or Buy Used Equipment.

Size: Good.

Wrapper: Glassine; printed in silver, lavender, and yellow.

Coating: Poor.

Center: Color: Good. Texture: Good.

Taste: Poor.

Remarks: Center lacked flavor and coating was not up to standard.

# CODE 9AA47

# Chocolate Coated Caramallow Bar—11/6 ozs.—6c

(Purchased at a news stand, N. Y. C.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed blue, yellow, and lavender.

Chocolate Coating: Poor.

Center:

Color: Good. Texture: Good. Marshmallow: Fair.

Caramel: Good.

Remarks: Suggest marshmallow formula be checked as it was slightly tough. Coating was not up to standard used in good 5c or 6c bars.

# CODE 9BB47 Coated Light Nougat Bar—6c

(Purchased at a news stand, N. Y. C.)

Appearance of Bar: Good:

Size: Good.

Wrapper: Glassine; printed in yellow, and blue.

Center:

Color:

Textur

Taste:

taste 1

good b

vanilla

(Pu

Appearan

Size: Sm

Wrapper

Coating:

Center:

and ye

Color:

Textur

Taste:

lacked

Choco

Appearar

Size: Go

for Sept

wrappe

(Pur

Remarks

Remarks

Coating: Light: Taste poor.

Center:

Color: Good. Texture: Good. Taste: Fair.

Remarks: Suggest more chocolate be used in center to give it a good chocolate flavor.

# CODE 9CC47

# Molasses and Peanut Bar —1½ ozs.—5c

(Purchased at a news stand, N. Y. C.).

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in yellow,

red, and blue. Molasses: Good.

Center: Peanut Butter: Good.

Remarks: The best bar of its kind the Clinic has examined this year.

# CODE 9DD47 Chocolate Coated Butterscotch Bar—1½ ozs.—5c

(Purchased in a restaurant, Cambridge, Ohio)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in yellow,

brown, and blue. Coating: Dark: Fair.

LECITHIN

THE

STANDARDIZED LECITHIN

AND OUR "KNOW-HOW"

ARE AN UNBEATABLE TEAM

Our Service Staff—the same staff of nationally known production men—are available to help you with your plans and problems. Fifteen years ago we introduced YELKIN to the Confectionery Industry as a basic control factor—its universal acceptance and use today substantiates our every claim—Yes, we know lecithin and how to use it. Our Service Department is anxious to be of assistance to you. Write today.

# ROSS & ROWE, INC.

50 Broadway NEW YORK 4, N.Y. Wrigley Bldg. CHICAGO 11, ILL. Center: Caramel and marshmallow.

Color: Good. Texture: Good. Taste: Fair.

Remarks: Center lacks flavor; did not taste like butterscotch. Suggest a good butterscotch flavor or a good vanilla flavor.

# CODE 9EE47

# Coated Coconut Bar —11/s ozs.—6c

(Purchased in a restaurant, Cambridge, Ohio)

Appearance of Bar: Good.

Size: Small.

(.)

W,

he

Ħ,

Wrapper: Glassine; printed in blue

and yellow.
Coating: Poor.
Center:

Color: Good. Texture: Good.

Taste: Fair.

Remarks: Very poor coating. Center lacked flavor.

# CODE 9147

# Chocolate Coated Chew Bar— 11/4 ozs.—5c

(Purchased in a cigar store, San Francisco)

Appearance of Bar: Good. Glassine wrapper printed in yellow, red, blue. Size: Good.

Coating: Light: Fair. Center:

Color: Good. Texture: Good.

Taste: Good.

Remarks: One of the best bars of this type the Clinic has examined this

# CODE 9J47

# Chocolate Coated Coconut Bar— 11/4 ozs.—5c

(Purchased in a drug store, Oak Park, Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in yellow,

red, and brown. Coating: Fair. Center:

Color: Good. Texture: Good. Taste: Fair.

Remarks: Suggest a better grade of

coating be used.

# CODE 9K47

# Chocolate Coated Coconut Patty -11/4 ozs.-5c

(Purchased in a drug store, Penns Grove, N. J.)

Appearance of Patty: Good. Size: Good.

Wrapper: Paper backed foil; printed

in gold, blue, and white.

Coating: Dark: Fair.

Center:

Color: Good. Texture: Good. Taste: Good.

Remarks: One of the best coconut patties the Clinic has examined this

ear

# CODE 9L47

# Peanut Bar-1 oz.-6c

(Purchased in a diner, Wilmington, Del.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Cellulose; printed in yellow,

blue, and red. Color: Good. Texture: Grained.

Taste: Fair.

Remarks: Suggest formula be checked as candy was soft and grained. This would be a good eating bar if the candy was cooked to about 280 degrees F.

# CODE 9M47

# Chocolate Coated Peanut Chew Bar—11/4 ozs.—6c

(Purchased in a cigar store, N. Y. C.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in blue,



# STEPS UP QUALITY FLAVOR TEXTURE



CORN PRODUCTS SALES COMPANY
17 Battery Place . New York 4, N.Y.

yellow, and white. Coating: Dark: Fair.

Center:

Color: Good. Texture: Dry. Taste: See Remarks.

Remarks: Suggest more candy be used with the peanuts, as the center was dry and not good eating. Center texture would be better if peanuts were in larger pieces.

### CODE 9N47

# Molasses Peanut Coconut Bar-11/8 ozs.—6c

(Purchased in a retail confectionery store, N. Y. C.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in red,

white, and blue.

Coating and Toasted Coconut: Good.

Center:

Color: Good. Texture: Good. Taste: Good.

Remarks: The best bar of its kind the Clinic has examined this year.

# **CODE 9047**

# Milk Chocolate Coated Molasses Peanut Bar—1½ ozs.—6c

(Purchased at a news stand, N. Y. C.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in blue and yellow.

Coating: Milk Chocolate: Good.

Center:

Color: Good. Texture: Good. Taste: Good.

Remarks: The best bar of its kind the Clinic has examined this year. Well made and good eating.

The Candy Clinic is your testing laboratory. Send in samples of your candy. They will be given a thorough analysis by an expert who has devoted many years to the improvement of quality in the manufacture of confectionery.

# CODE 9P47

# Chocolate Coated Marshmallow Bar—1½ ozs.—6c

(Purchased at a news stand, N. Y. C.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Paper backed foil, printed in red.

Coating: Dark: Fair.

Center:

Color: Good. Texture: Good. Taste: Good.

Remarks: One of the best coated marshmallow bars the Clinic has examined this year.

### CODE 9G47

# Milk Chocolate Coated Crunchy Nut Bar—About 2 ozs.—No price

(Sent in for analysis No. 4521)

Appearance of Bar: Good.

Wrapper: Glassine; printed orange, red, and blue.

Coating: Light: Good, for a bar coat-

ing.

Color: Good.

Texture: A trifle hard. See Remarks.

Taste: Fair.

Remarks: Suggest more center be used with the hard candy, this would make the bar tender and better eating.

# CODE 9H47

# Chocolate Coated Maple Cream Bar—1½ ozs.—6c

(Purchased in a restaurant, Cambridge, Ohio)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in orange,

brown, and white.

Coating: Light: Fair.

Center:

Color: Good. Texture: Good. Flavor: Fair.

Remarks: We think the maple flavor

is too strong.

# schimmel

# RASPBERRY FLAVORS

for strength and stability in all types of confections which require that the original fruit flavor be retained and at an extremely low cost to you!



schimmel & co, inc.

601 West 26th Street, New York 1. N. Y.

an insula able to co airplane. ever, who to the ai It would supplier priced in

Ha

consumer case as l forward t

temperati

time to

There we run in

greatest (

of the fu nothing stations have the to insure be held, the past with this so far ha is provid alcohol. 1 the alcoh to aroun driven p changer, mobile ho air is cir facturer h to reduce believe it cooling. ' tainers is in the litt

Cargo Tr

Handlii corporate terminal ( little part There we in getting possible. to the te destinatio types, har veyors ar

From control the well when some local in many from the

for Septe.

## **Handling Air Shipments**

(Continued from page 50)

an insulated container in our cargo pits, we have been able to control the temperature while the cargo is in the airplane. We run into trouble with these shipments, however, when the load is being handled from the supplier to the airplane and from the airplane to the customer. It would seem to me that it would be much better if the supplier could place this cargo in some reasonably-priced insulated container which could hold a given temperature for 24 hours. In most cases this is sufficient time to get the commodity from the producer to the consumer, and the consumer could then dispose of the case as he would a paper carton. We are still looking forward to the development of such a container.

#### **Cooling Methods Discussed**

There are occasions during the Summer months when we run into high temperatures at altitude, but by far the greatest danger is on the ground. The sun on the side of the fuselage can make an oven out of the cabin in nothing flat. We have ground air conditioners at all stations for the passenger airplanes, but these do not have the capacity to hold the low temperature necessary to insure the safety of a load of perishables which should be held, for example, in the neighborhood of 40°. In the past year we have been doing much experimenting with this particular problem. The simplest arrangement so far has been the use of alcohol and dry ice. A tank is provided which contains from five to 10 gallons of alcohol. By dropping a few chunks of dry ice into the the alcohol, the temperature of the alcohol is reduced to around 60° below zero. Then with an electrically driven pump the alcohol is pumped thru a heat exchanger, which in the experimental model was an automobile hot water heater with a fan on it, and this cooled air is circulated thru the cabin. A West Coast manufacturer has developed a light weight turbine cooler used to reduce friction heat in the jet type airplane, and we believe it could be modified and used for cargo cabin cooling. The method we use to cool the insulated containers is by regulating the amount of dry ice we place in the little pockets located in the top of the containers.

#### Cargo Trucks for Handling

Handling from the plane to the sorting terminal incorporates approximately the same problems as from terminal to plane, with the exception that gravity helps a little particularly at destination and turnaround stations. There we can use conveyors and chutes to advantage in getting the load off the airplane in the shortest time possible. The load, however, still has to be transported to the terminal, where it is sorted out according to destination. For this operation cargo trucks of various types, hand carts, fork lifts, tractor trains, and belt conveyors are used.

From terminal to consumer we have a little better control than we have at the other end. We know pretty well when the trip is coming in and can arrange with some local carrier to be at the field at arrival time. In many cases the consumer provides the transportation from the field to his place of business if the consumer

# Are You Proud of Your Fondant Making Equipment?

- Or do you think it's time to replace your old, inefficient equipment with a new, modern INSTANT AND CONTINU-OUS FONDANT MACHINE that has all the most modern features!
- You'll appreciate the Instant and Continuous Fondant Machine's clean, efficient operation. Its production of "sure smooth" fondant, its labor saving, and its space saving alone will make your fondant department something you'll really be proud of.
- Don't hesitate any longer. Write today for full information.



Please mention this magazine when writing.

Confection Machine Sales Co.

30 NORTH LA SALLE STREET

CHICAGO 2. ILL

## STRAWBERRIES



## Strawberry Supreme Imitation

solve all your taste
and cost flavor problems with our
NO-COST FLAVOR SERVICE!

FOR PERFECT FLAVORS AT THEIR PEAK

always buy

P<sub>s</sub>S

POLAK AND SCHWARZ, INC. 667 Washington Street, New York 14, N. Y. is of sufficient size to have his own fleet of trucks. It will not be too long until the airplanes will provide their own trucks for this service but that is still to come.

This, briefly, is the complete cargo handling picture from the producer to the consumer. The object in any study of this kind is time and flow. Cargo should move as on a belt conveyor in a steady stream irom supplier to consumer, and it is our job to plan everything to this end.

Palletizing is a method that might be well worth considering. We might briefly analyze this to see how it would fit into the chain of events, say, from the freight terminal to destination.

The pallet itself should be as light weight as possible and yet be rugged enough to stand the handling of at least one trip. Let us say that it could be made up of layers of corrugated cardboard to approximately two inches thick and four feet square. This sheet should then be blocked up off the floor in such a manner that a fork lift could be used on any one of its four sides, This would also give us ample space underneath for lashing the cargo to the pallet. As cargo arrives from different parts of the city, it could be sorted by destination, placed on these pallets as high as the door opening on the cargo liner will permit, and lashed securely to the pallets. This could be done with web straps, rope, steel bands, netting, or even a canvas sack strapped to the pallet. Once these pallets have been preloaded they will have to be handled mechanically around the terminal with either a fork lift or a pallet hand dolly, since their weight precludes any possibility of hand handling.

#### Flat Bed Carts Advised

In order to keep the chain of events moving smoothly, it might be advisable to include some flat bed carts in the picture with eight by 12 beds which could hold six of these loaded pallets. If the carts are to be considered. then the doors of the terminal should be of sufficient width to accommodate the carts, and the loading platforms should be of the same height as the cart. These loaded pallets could then be placed on the carts by destination with everything ready to go when the trip arrives. As soon as the cargo ship hits the chocks the fork lift can tow the loaded carts plus a few empties for the off cargo to the airplane. The off-cargo can be taken off with the fork lift, placed on the empty carts, and taken back to the terminal with a tractor for distribution even before the on-pallets have started into the airplane. The airplane would also have to be changed some what to permit this type of handling. All bins and tiedown nets could be removed. It would be a great help to have a monorail down the center of the fuselage for moving the pallets and plenty of tiedown rings should be provided in the floor. The loaded pallet would then be lifted into the door of the airplane, attached to the monorail in the fuselage, and moved to its proper location in the cabin. Here it should be eased gently to the floor and anchored securely to convenient tiedown rings in the floor. Since the load has already been secured to the pallet, it is not necessary to bother about any lashing, binning, or netting. Instead of 1,000 little pieces handled by the old bucket brigade method, the load has been put aboard in a dozen or so large pieces in much less time and with much less effort.

Developments this coming year are going to far outdistance the progress made last year. It is going to be a most exciting adventure with never a dull moment, and things are going to move in all directions at once. This is the place for men of imagination and initiative. n vital.

The d
the crear
accurate
system b
ing choc
buckets
salable c
of tempe
possible
One of

ment. Tings of the Confection of the Herrican Magenheem

duced is

From tronic a tremely fectioner reduced eliminate reduced costs, an

The

Swi

Choic

Disso a clouds t

\*\*\*\*\*

tor Sep.

## Temperature Controls

s. It

heir ture

any love

r to this

con-

ight

ible

f at

o of

two

ould

that des.

for

rom

ina-

ning

to

ope,

hey

rm-

nce

ing.

hly, six red, ient olat-

1686 by trip

the for ken

and ibuairme-

tie help

for

ould

hen the

lo-

v to

own een

pout

ittle

the

eces

out-

be

and This

NER

(Continued from page 46)

18 vital. These are in the ice boxes, dry rooms, cold rooms, etc. Each area requires accurate control of temperature or humidity or both.

The dipping or coating machine process in which the creams are coated with chocolate demand the most accurate temperature control of all. Regardless of the system being used—some of which still includes carrying chocolate syrup from one process to another in buckets—the perfectly flavored, appealling, and most salable chocolate has to be held at a specific degree of temperature while the cream is being coated. It is possible to get that control accuracy.

One of the new controlling devices now being introduced is described as a multi-point electronic instrument. The instrument can make simultaneous recordings of temperature on more than one processing unit.

Confectioners known to be introducing or using the new control systems include Huyler's, The Maillard Corp., The Hershey Corp., Terry Candy Co., and Mason Au & Magenheimer.

From actual experience, our firm knows new electronic automatic instrument control has provided extremely favorable economic advantages within the confectionery industry. It has speeded throughput. It has reduced the size of areas required for processing and eliminated a large percentage of manual error. It has reduced secondary operations, lowered overall operating costs, and increased output life of equipment.



Home of "The Candy Cooling People"

makers of

Economy Belturns, Lustr-Koold Chocolate Cooling Conveyors and Tunnels, Packing Tables, Air Conditioners, Room Coolers, Dehumidifiers, and other "Economy" Equipment for Confec-tionery and Biscuit Manufacturers.

We design to suit your requirements-

Contact us for:

- 1. Design only
- 2. Design and Fabrication
- 3. Design, Fabrication, and Installation

#### ECONOMY EQUIPMENT COMPANY

182 West 42nd Street New York 18, N. Y. Wisconsin 7-5649

Main Office & Plant 919 West 49th Place Chicago 9, Illinois **Boulevard 4300** 

They can't get enough of the candy that's made with Swift's Fluff-Dried Albumen

> Get that delicious quality customers crave. It's easy with Swift's Fluff-Dried Albumen in your candy mix.

Can't clump, and here's why:

Choice liquid egg whites are slowly moved through active strainers in a special patented Swift process which produces the just-right body for high quality albumen.

Dissolves instantly without soaking-without clumpingand whips up lightning-fast into fluffy-white

clouds that keep their peaks for smooth streamlined mixing, from fast start to whirlwind finish.

> Order from your Swift Salesman or nearest Swift branch



## Producing More Than Ever Before Still...

We Can't Supply Enough

Sweetose

Staley
SWEETENER

In spite of the fact that we are producing millions of pounds of SWEETOSE—as much as we possibly can under present conditions—this amount still falls far short of meeting the constantly increasing demand for this exclusive Staley sweetener.

SWEETOSE is not a substitute. It isn't a "stretcher." It is a new type of syrup made from corn—but not like any other corn syrup you have ever used before. It's new! It's different—so different that the Government has granted us a basic patent. It mixes very quickly, blends well and gives a really satisfying sweetness wherever used.

We are looking forward to the time when we will be able to supply more SWEETOSE, so that you too can lower your manufacturing costs, improve your products and increase your customer satisfaction with this low-cost sweetener. Because SWEETOSE has unequaled ability to replace ordinary corn syrup, invert sugar, refined dextrose—in fact, ALL other sweeteners in your formulas—you will find that you need only ONE syrup when you use SWEETOSE.

Present customers are constantly requesting increased allowances, and each month we receive hundreds of new requests for SWEETOSE which we regret not being able to fill. For the time being, we can only follow our established policy regarding fair and equitable distribution of our limited supply of SWEETOSE.

## A.E. Staley MANUFACTURING CO.

INDUSTRIAL SALES DIVISION

DECATUR, ILLINOIS



#### CONFECTIONER'S BRIEFS

- Homer J. Williamson, Inc.: Over 1000 visitors per year are being shown through the new Williamson plant in Indianapolis. In addition to seeing how candy is made under sanitary conditions, each person making the tour is given a copy of "Facts About Candy" and "Candy and Other Energy Foods" together with reprints of newspaper articles referring favorably to candy, literature which is supplied by the Council on Candy. Visitors also receive a sample of Williamson's Wellmade candy.
- Sweetest Day: The National Sweetest Day Committee with headquarters in Suite 736, 35 E. Wacker Drive, Chicago, is now issuing a pamphlet entitled "Plans for Promoting Sweetest Day" along with other material. October 18, the third Saturday in October, is the day and to prove that cooperation in this campaign pays, the A.R.C. Bulletin reveals that in Detroit and other cities Sweetest Day has produced a volume of business equal to seven times a normal Saturday's candy sales.
- National Confectionery Salesmen's Ass'n: A. R. Bixby, Buffalo, N. Y., representative for Peter Paul, Inc., Naugatuck, Conn., was elected NCSA president at its recent annual convention held at the Abraham Lincoln Hotel, Reading, Pa. Over 300 attended the convention. Elected to serve with Mr. Bixby were Nat Leaf, Capitol Sales Co., New York City, vice president; Henry H. Michaels, representative of Borden's, New York City, secretary-treasurer; and Robert M. Kelly, Brooklyn, representative of Cracker Jack Co., Chicago, assistant secretary-treasurer.
- McPhail Candy Corp.: 100,000 shares of \$10 par preferred stock and 200,000 shares of \$1 par common have been registered with the SEC. The stock, underwritten by Brailsford & Co. and Shillinglaw, Bolger & Co., will be offered publicly at



CONFECTIONS, INC., President W. T. Hawkins—left—walks Bill Meigs, stage star, present 1947 Cadillac to Mrs. Rodney & Mason, Highland Park, Ill., as prize for her entry in national Snacks jingle contest.

of bank ment, an Sierra Menconi producti eral man

\$10 per for the preferre

• Ernes tribution announce who is coness. The

for Septen

\$10 per share for the preferred and \$6 per share for the common. Proceeds from the sale of the preferred, it is said, will be used to retire \$340,000 of bank loans, to buy \$150,000 worth of new equipment, and to add to working capital.

• Sierra Candy Co.: The appointments of Paul Menconi as superintendent and Ted Gottman as production manager, have been announced by general manager Theodore A. White.



ors

ming

ns.

of Enper ure ors ade

Day E.

ph-

nird

hat

2.C.

ties

ess

ndy

A. eter SA l at

ver

with

Vew

els, crelyn, sist-

par om-The Shily at CANDY FRATERNITY Emblem of
Accomplishment
(leit) will be
awarded wholesale
candy salesmen
qualifying with
passing grades in
NCA's 10-hour "balanced selling"
training program as
recognized candy
merchandising
leaders. Lapel style
is also available.

• Ernest Wilson Co.: Plans for the national distribution of three items from his line have been announced by Ernest Wilson of San Francisco, who is celebrating his 50th year in the candy business. The wholesale line, packed in specially de-

## PECANS

We specialize in the various sizes of Pecan pieces needed by the confectionery manufacturers.

Our sixteen years in the Pecan business backs our assurance that our customers must be pleased.

Your Inquiry is Solicited

CARTER PECAN CO.
Box 2125

WACO

TEXAS



Chocolate coated candies may look exactly alike yet have a considerable variation in flavor. The chocolate makes the difference. That's why so many manufacturers specify Wilbur chocolate coatings for their filled pieces. They know that Wilbur coatings always have the same high quality.

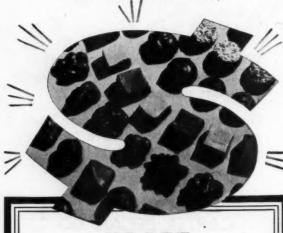
WHEN YOU BUY COATINGS, BUY WILBUR

Wilbur CHOCOLATE PRODUCTS

WILBUR-SUCHARD CHOCQLATE CO. INC. LITITZ PA

TIONER

# For "sweeter" profits improve the quality of your candy with...



# KRAFT MILK PRODUCTS for CONFECTIONERS

- Nonfat Dry Milk Solids (spray and roller process)
- Dried Buttermilk from Sweet Cream (roller process)
- · Sweetened Condensed Skim Milk
- Kraft Powdered Whole Milk
- Kraft Plain Malted Milk
- Sweet-K-Malt
   (a powdered malt product)

Kraft Milk Products for confectioners are of uniform high quality and help add to the flavor and richness of candies. Their low moisture content and convenient concentrated form make them easy to incorporate in mixes...economically. Order all you need today from your nearest Kraft office.

Industrial Food Products, KRAFT FOODS COMPANY General Offices: 500 Peshtigo Court, Chicago 90, Ill. New York • San Francisco • Atlanta • Minneapolis Denison, Texas • Branches in all principal cities signed boxes and sold under the Wilson name, will consist of rarebits, caramels and molded chocolates. Rarebits, the chocolate panned goods specialty which the company developed, will be available in five different packs. A. Newburger of New York has been appointed sales representative in the Fast.

- National Confectioners' Ass'n: James F. Mul-Cahy, Merchandising Director of NCA, has announced that the "Balanced Selling" training program, aimed to improve selling at the wholesale level, will be resumed in September. Printed manuals are now off the press and available for each man enrolled in the classes.
- Confections, Inc.: Family size units of "Snacks," packaged caramel corn, and "Olde Style," seasoned popcorn, are now being marketed to retail at 25 cents. These new units are the results of a retail survey which showed that the average purchase of the 10 cent package was 2.2 bags.
- Barton's Bonboniere: The September opening of their fourteenth retail store has been announced by Barton's. Designed by Morris Lapidus, New York architect, the store, which will be in New York's Wall Street section, will have an all-glass tront and will feature a modern design throughout.
- Farmer Boy Corn & Equipment Co.: An old-fashioned pop corn wagon, valued at \$2500 by one antique dealer, is on display in the show room at 352 West 44th St., New York. Jacob Price, president of the firm, discovered the old wagon several years ago and has had it renovated so successfully that it is once again capable of its full production of four ounces in eight minutes.
- Candy Dolls: Dolls with plastic legs filled with candy are the latest creation of Mrs. Emilee Macphee of New York. Mrs. Macphee, who has always been interested in making dolls, got the idea for this new type of package when she saw a bean bag with a painted face and candy attached.



PLASTIC-LEGGED DOLLS filled with candy are shown displayed by Mrs. Emilee MacPhee. New York creator.

e Betty rette the damaged Betty D

• Hudn man and Rock to ceries, li at \$100

hav tisi

Natio

candy 1

cen

cou

bai

DO

THE

for Se

• Betty Dixon Candy Co.: A fire started by a cigarette thrown from an adjacent building recently damaged the Jamestown, N. Y., retail store of the Betty Dixon Candy Co.

me,

CO-

ailew

in

lul-

an-

-010 sale an-

ach

«s,"

ned

- 25

tail

of

ing

ced

ew

ew

ass

out.

oldone at

esieral

illy

ion

rith

acays for ean

• Hudman's, Inc.: John C. Hudman, Connie Hudman and J. L. Hudman have filed articles in Little Rock to manufacture and sell candies and groceries, listing authorized capital stock of 250 shares at \$100 par value.

#### Lower Prices, Smaller Bars

In Vancouver, British Columbia, the kids have won part of their battle against eightcent candy bars.

Chocolate bars are now going into Vancouver stores from distributors to retail at seven cents each-instead of eight. But the bars will be smaller and lighter.

The children had campaigned against the eight-cent bar recently with buyer-strikes and picket lines. In the east, candy officials said they had decided that a seven-cent bar would have "more public appeal." They are advertising the bars at "six cents plus a cent tax."

• National Confectioners Ass'n: Philip P. Gott, president, has announced the appointment of four candy manufacturers as members of the Council



aus SOME
NEWEST USERS
E. J. Brach's & Sons Candy

- E. J. Brach's & Sons Candy Co.
   Chase Candy Co.
   Thompson's Candy House Dutch Mill Candles
   Liberty Chocolate Co.
   Savannah Confectionery Co.
   Ambrosis Chocolate Co.
   Singan Candy Co.
   King Candy Co.
   Standard Candy Co.
   Marion Confections Corp.

Complies fully with all pre-visions of the Pure Food Act.

ADVERTISING VALUE

Any trademark, name ar slogan can be imprinted on the shield in color.

FREE SAMPLE Write Dept. MC-7 today for free sample, litera-ture and prices.

REGAL MFG. CO. 3203-05 ELSTON AVE.

## DOUBLE-BARRELED PROTECTION against infestation in candy plants!



#### DOW METHYL BROMIDE—The penetrating fumigant

Methyl Bromide does a thorough clean-up job on rodents and insects in all stages of development—then aerates rapidly, leaving no residual tastes or odors. Foremost among food fumigants today, Methyl Bromide works effectively whether your materials are stacked in warehouses, stored in vaults, piled under specially treated tarpaulins, or still in boxcars.



#### DOWKLOR—New powerful insecticide

Regular use of DOWKLOR, new Dow Chlordane insecticide, will give your plant continuous protection against roaches, ants, flies and other crawling insects. Tested and found superior to most presently available materials, DOWKLOR kills insects 3 ways: As a stomach poison—as a contact poison and as a fumigant vapor. Three formulations: DOWKLOR-20%-Oil Concentrate, DOWKLOR-40%-Emulsifiable and DOWKLOR-50%-Wettable.

Ask your insecticide-supplier about this double safe-quard against infestation. Or write our Fumigant Division for details.

THE DOW CHEMICAL COMPANY . MIDLAND, MICHIGAN

Boston • Philadelphia • Washington • Cleveland • Detroit • Chicago St. Louis • Houston • San Francisco • Los Angeles • Souttle Dow Chemical of Canada, Limited, Toronto, Onterio



NER

### Try This Quick, Easy Way To Clean Mixing Kettles

With fast-working Oakite Composition No. 63, you can clean mixing kettles in less time than ever before! The fast wetting and penetrating properties of this specialized cleaner quickly break up sugar, chocolate and similar deposits. Laborious scouring or scraping is eliminated.

The Oakite Technical Service Representative near you will welcome the opportunity to present further details. Or, if you prefer, he will undertake free experimental tests to determine the best Oakite technique for all your sanitation and cleaning needs. Take advantage of this FREE service NOW! No obligation!

DAKITE PRODUCTS, INC., 38C Thames St., NEW YORK 6, N. Y. Technical Service Representatives in Principal Cities of U. S. & Canada



MATERIAL! METHODS SERVICE

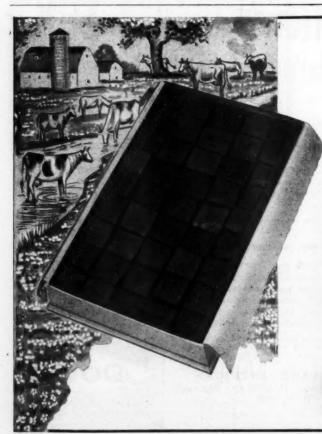
Specialized Industrial Cleaning

on Candy committee to serve until June, 1950. The new members are Oscar G. Trudeau, Trudeau Candies, Inc.; Irvin C. Shaffer, Just Born, Inc.; W. A. Yantis, Chase Candy Co.; and R. D. Muzzy, Daggett Chocolate Co. John L. Bohan of Brooklyn, N. Y., will succeed D. J. Fitzpatrick as representative on the committee for the confectionery salesmen of the country. John H. Reddy, New England Confectionery Co., and Herman L. Heide, president of Henry Heide, have retired as members of the committee.



TOPPS CHEWING GUM Vice-President Philip Shorin receives plaque for most popular exhibit at 15th anniversary NATO onvention from Richard Pinney (center) chairman, committee as manufacturers' relations. Watching are Hugh Spencer, Topps sales manager; J. E. Shorin, president; and H. B. Patrey, NATO convention manager.

• Bureau of Labor Statistics: May, 1947, report on production workers in industry shows 54,600



Sennella

### "VAC" PRODUCTS

Save YOU Money!

- · VAC-MILK
- O VAC-CREAM

Where Butterfat and Milk Solids are required in the making of Candy—these VAC PRODUCTS are the answer to your needs as they positively increase Production, improve Quality and reduce Cost!

Send for YOUR trial order—TODAY!
Other Senneff's Candy Maker's Supplies

Nougat Whip Hand Roll Creme Egg-O-Creme X-L Caramel Paste

"Your CANDY MAKERS' GUIDE is ready— SEND FOR IT."



employed with 48.5 ery employed with 48.5 ery employed with at 229.1 • Loft shops as

• Loft shops as is annou advertiss is name shop; M. Stapleto manager

is name cently 1 Confection

Bunto the com

Oswe Mass., I wego in land, No
 Shot

presider
J. Hue
Mr. Hu

Willi
ing dire

annound

on application of the correction of the correcti

for

S

for Sep

employed in manufacturing candy as compared with 48,900 in May, 1946. This put the confectionery employment index for May at 109.9 as compared with 98.2 for May, 1946 and the payroll index at 229.1 as compared with 173.6 for May, 1946.

Inc.;

uzzy.

rook.

New

leide,

mem-

D com

Toppe

eport

4,600

- Loft Candy Corp.: Opening of three new Loft shops as part of its continuing expansion program is announced by Sidney H. Berg, director of sales, advertising, and merchandising. Miss Ruth Fisher is named manager for the new Peekskill, N. Y., shop; Mrs. Mary Colandrea manager for the new Stapleton, S. I., N. Y., shop; and Mrs. Gladys Miller manager for the New Englewood, N. J., shop.
- Mason, Au & Magenheimer: Thomas F. Fuller is named credit manager. Mr. Fuller also was recently re-elected secretary of the Manufacturing Confectioners Board of Trade.
- Bunte Bros.: An extra dividend of 50 cents on the common stock in addition to the regular quarterly of 30 cents is announced.
- Oswego Candy Co.: James W. Butler, Randolph, Mass., has been appointed representative for Oswego in the territory of Massachusetts, Rhode Island, New Hampshire and Vermont.
- Shotwell Manufacturing Co.: Byron A. Cain, president, has announced the appointment of Frank J. Huebner, vice president, as general manager. Mr. Huebner has been with Shotwell for 18 years.
- Williams Candy Co.: William Kondos, managing director of the new Pottsville, Pa., company, announced production will start about Sept. 20.

## ESSENTIAL OILS AROMATIC PRODUCTS

Be sure

to try our

California Oil of Orange, U.S.P.

● A cold-pressed oil having a sweet tree-ripened flavor. Fresh shipments available for prompt deliveries.

Sample on request. Also of other essential oils of interest to you. Let us quote on your requirements.

### EDWARD REMUS & CO., Inc.

11 WEST 42nd STREET - NEW YORK 18. N. Y Cable Address: EDSUMER: NEW YORK Mid-Western Office

We know

Where apples ripen on the bough in the nation's great apple-growing states — Speas plants are located to assure a constant supply of the best in each region. In these fine, modern plants apples are processed into SPEAS APPLE PRODUCTS—famous to American manufacturers for three generations.

NUTRL-JEL Powdered Pectin for making jams,

jellies, preserves.

CONFECTO-JEL

A powdered Pectin product for making better jellied candies. APPLE VINEGAR

and other Apple Products.

SOFAS COMPANY

General Offices

Kansas City 1, Missouri



ONER



1947 starts our second

## OCOL

Our early ambitions were not to be the largest, but to supply quality chocolate to a limited number of customers, anxious for a dependable source of supply, plus a truly dependable product. We shall strive during our second 50 years to maintain our position of security with those who appreciate such effort.

Confectionery -

Baking

HOOTON CHOCOLATE CO.

\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

Fine Quality Since 1897 NEWARK 7, NEW JERSEY National Food Distributors Meet in Chicago: Candy Is Well Represented at Food Exhibition

THE TWENTIETH food sales conference and exhibition The TWENTIETH 1000 Sales Control of the National Food Distributors' Ass'n got under way August 20 at the Hotel Sherman, Chicago. Registration for the conference showed over 5,000 food distributors in attendance.

The official opening of the convention, at a noon luncheon, August 21, was highlighted with an address of welcome by Mayor Kennelly of Chicago and a discussion of the Taft-Hartley Labor Law by Congressman Fred Hartley, co-author of the new law.

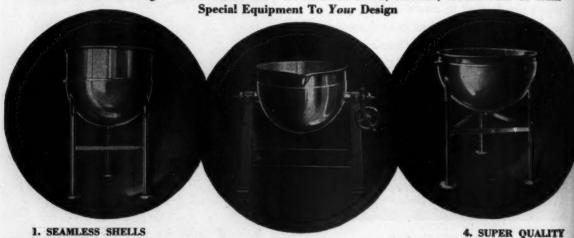
Luncheon was followed by a customers panel at which the speakers were: Patsy D'Agostino, president of Nargus; Harley V. McNamara, president of National Food Stores; Bill Cassin, of Central Wholesale Co-op; and Congressman Ed Mitchell, Evansville distributor.

A sales luncheon was scheduled for August 22, followed by a sales panel discussion. Panel speakers were Bob Ford, on equipment; Anna Schlorer, on mayonnaise: Forest J. Curtin, on margarine; Paul Robbins, on biscuits; and Col. I. Donnelly, on service men.

Among the 256 exhibitors at the convention were the Arctic Candy Co., Chicago; California Fruit Chimes Co., San Gabriel, Cal.; Chase Candy Co., Chicago; Confections, Inc., Chicago; Cook Chocolate Co., Chicago; Dur. kee Famous Foods, Chicago; Paul L. Karstrom Co., Chicago; Lamont Corliss & Co., New York; Miller Wrapping & Sealing Machine Co., Chicago; Milprint, Inc., Milwaukee; William Mithoefer, Cincinnati; New Orleans Confections, Chicago; Rockwood & Co., Brooklyn; Shotwell Candy Co., Chicago, and Starr Confections, Inc.

### HUBBBR

Stainless Steel Steam Jacketed Kettles-Stationary or Tilting-with or without Agitators and Scrapers, Safety Valves, Draw Off Valves, etc. All Hubbert Kettle Shells are seamless, die drawn from one single sheet. Shells have no welds to crack, corrode, contaminate or leak.



1. SEAMLESS SHELLS

2. SANITARY

Hubbert Kettles built to ASME & CANADIAN Codes. 3. EFFICIENT

Baltimore 24, Md.

Request certificates when ordering.

Exclusive Distributor Baking & Confectionery Industries: VACUUM CANDY MACHINERY COMPANY 15 Park Row, New York 7, N. Y.

Manufactured by: B. H. HUBBERT AND SON, Inc. 1311 South Ponea Street,

officers Singer, Paterso dent; preside inc., tr secretar

• New

• Huyl has ann newly e

• Dairy dent, ha which i same tin been con

• Ande named v the Bloc

· Rock new, 65 of this conche. Inc., will has blen last 15 y

• La Ki 1000 por started o are Law merly w Houston.

What f choc luence our go n this Just ha scientist

MANU

5. SAFE

6. DURABLE

• New Jersey Wholesale Confectioners Ass'n: New officers elected at a recent meeting are Morton I. Singer, of Singer Bros., president; Joseph Seibl, of Paterson Wholesale Confectionery Co., vice president; Sidney Berkeley, of Berkowitz Bros., vice president; August Leistner, of Pure Products Co., Inc., treasurer; and Leonard H. Cohn, executive secretary and general counsel.

tion

reas

dis-

man

hich

Nar-

Food

and

fol-

Were

aise;

bis-

e the

Co.,

nfec-

Dur-Chi-

pping Mil-

leans

Shot-

Inc.,

TY

Y

• Huyler's, Inc.: John S. Swersey, vice president, has announced that Col. G. W. Wade will head the newly established sales office in San Francisco.

• Dairy Maid Candy Co.: Otto Glaser, vice president, has announced the addition of a second floor which is expected to double production. At the same time, packing rooms and storage space have been completely air-conditioned.

• Anderson Candy Corp.: Ray J. Dunn has been named vice president, Roy Anderson, president of the Bloomfield, N. J., firm, announced.

• Rockwood & Co.: Expected installation of a new, 65 foot, two-tiered chocolate conche by the end of this year was announced recently. The new conche, built in cooperation with SKF Industries, Inc., will be similar to the one already in use which has blended 500,000,000 pounds of chocolates in the last 15 years.

• La King Candy Co.: With a production of about 1000 pounds of candy a day, this new plant has started operations at Lovelady, Texas. Managers are Lawrence Brown and Paul King who was formerly with J. Weingarten's candy department in Houston.

## PRINCIPLES and DESIGN of CHOCOLATE COOLING TUNNELS

Edward W. Meeker Research Laboratories

Walter Baker & Co., Inc.

What do you know about the chemical factors of chocolate which exert such an important influence upon the shelf-life and appearance of your goods? You will find the complete answer in this booklet. Not guesswork! Not surmise! Just hard-headed research packed into the scientist's brevity of language.

#### PRICE PER COPY-\$1.00

Quantity Prices will be Quoted

Orders from Book Sales Dept.

THE

MANUFACTURING CONFECTIONER

400 W. Madison St.

Chicago, Ill.



THE "ESCAPED" VANILLA that so heavily perfumes your shop may represent a small loss in actual money. But you may be losing more than vanilla. That loss of vanilla may be destroying the proper balance of the flavoring. So it may rob you twice:



1. lost vanilla that



2. loss tusty finished products.

#### Aromanilla preserves the full-balanced flavor of the bean

Aromanilla will not cook or freeze out. The volatile solids of the bean that dissipate under cooking or freezing temperatures are replaced with similar but sturdier natural flavoring extracts. All the flavoring elements of the Mexican Vanilla Bean are restored in a formula that does this thorough flavoring job:

Complements, blends and develops the flavors of the other ingredients used with it.

2. Develops further in the finished product to a full-bodied, mellow flavor.

 Attains just the right balance between taste and aroma never a harsh overtone of any one flavor in a mix.

When your flavoring does all three, it creates the delightful taste sensation called "Palate-Appeal." Your customers reach for more—and build sales for you.

Your sales depend on taste. Isn't it worth a little effort, a few tests, to make sure you have the best, the tastiest flavor?

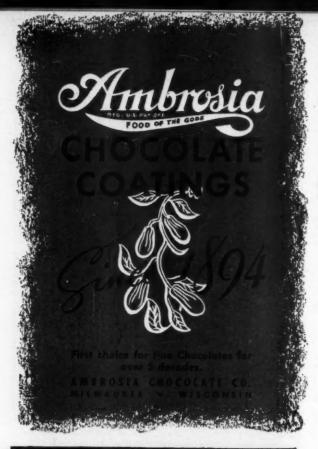
Why not try Aromanilla now? We are so sure that it will help improve the taste of your products that we are offering a trial supply with a money-back guarantee. Place your order, and if, after using Aromanilla, you don't think it's better than any other vanilla flavor you have used, return the unused portion collect and we'll gladly refund your money.

I'd like to try Aromani above. Please place my	illa under money-back agreement as explained trial order for:
	te (equals 2 gals. standard flavor) \$8.00
☐ 1 gal. concentrat	e (equals 16 gals. standard flavor) \$52.00
NAME	POSITION
COMPANY	
STREET	



Imitation Vanilla Flavor

6 VARICK STREET NEW YORK 13, N. Y
HELPING CUSTOMERS IMPROVE THE TASTE OF THEIR PRODUCTS SINCE 1901





#### ALL FOR FREE

A True "Butter-like" Taste in Your Candies

If you pay 32c a pound or more for your cooking fat you can reduce the price by using BUTEX... and at the same time get that true "butter-like" taste and aroma in your candles. HERE'S HOW: Add I lb. BUTEX Powder to 10 lbs. fat to make eleven pounds of fine "cooking butter".

Your inquiry is invited. When writing ask for our kitchen-tested recipes. EASTERN REPRESENTATIVE:

FRED G. ORCUTT, Naperville, Illinois

Mollner.

2726-40 San Fernanda Rd

• Nutrine Candy Co.: Common stock is placed on a \$2.40 annual basis, voting a quarterly dividend of 60 cents, it is reported. This is the second increase in the firm's dividend rate this year. A payment of 25 cents was made in June and one of 15 cents in March.

• Pola

Co., M

Polak &

gan, Cl

nounce

· Cent idend o share v makes with \$1

for the

\$63,117

same pe

syr

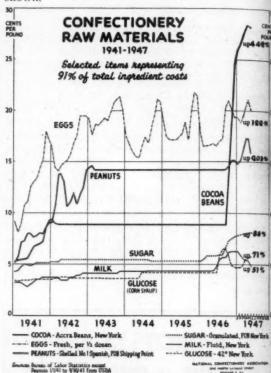
tinu

fone any

uun

for Sepi

NAMA Convention: The National Automatic Merchandising Ass'n convention and exhibit will be held in Chicago's Palmer House December 14-17. Vending machines for candy, gum, nuts will be shown.



PRICE INCREASES in confectionery raw materials are shown in above chart by NCA. Rises vary from 41 per cent to 412 per cent, the chart shows.

 NCWA Fair Trade Rules: A tentative draft of rules on fair trade practices has been completed by a committee composed of NCWA members and representatives of the FTC. Final judgment on the proposed rules will be made at an industry conference. NCWA will announce date of the conference shortly.



#### Your Candy's Purity

is protected by the modern methods and skillful handling of its corn syrup and starch ingredients at the Penick & Ford plants and distribution centers. Purity is a product of eternal vigilance at P. & F.





#### SUPPLY FIELD NEWS

• Polak & Schwarz, Inc.: The John B. Coleman Co., Milwaukee, has been appointed to represent Polak & Schwarz in Wisconsin and Upper Michigan, Clifford G. Jackson, vice president, has announced.



d on

rease ment cents

natie

will 4-17.

124

03%

84

15

Viel

2 per

t of

1 by

and

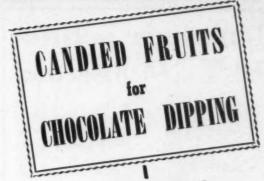
con-

ifer-

NER

ARCH PAYNE is named general sales manager of Florasynth Laboratories, Inc., announces William Lakritz, president. Mr. Payne will make his headquarters at the New York offices and plant. He formerly was in charge of sales and operations in the South and Southwest, with offices in Dallas.

• Central Soya Co., Inc.: A regular quarterly dividend of 25 cents and an extra dividend of \$1 per share was paid August 15 to stockholders. This makes a total of \$2 per share paid as compared with \$1 per share for the preceding year. Sales for the nine months ended June 30 amounted to \$63,117,359 as compared with \$41,881,198 for the same period last year. The company has purchased



ORANGE STRIPS
PINEAPPLE WEDGES
CRUSHED FRUIT CENTERS
MIXED FRUITS AND PEELS

NOUGATS DIVINITIES

WRITE FOR PRICE LIST

EASTER EGGS
FRUIT CLUSTERS
PANNED CANDIES
B AND SAMPLES

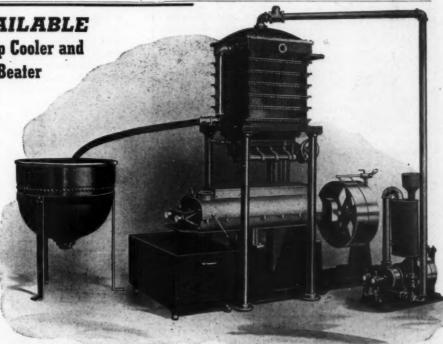
Garden Fruit Specialties Co., Inc.

RUITS from Lokeland, FLORIDA, "THE HEART OF THE CITALS SELY"
446 West 38th Street, New York 18, N.Y.



Equipped for vacuum lift, gravity feed, or syrup pump. For continuous production of fondant. Provided in any capacities. (Vacuum Type Shown.)

Makers of
The World's Finest
Fondant Machine



## JOHN WERNER & SONS, INC.

713-729 Lake Avenue

Rochester 13, N. Y.

## Ignorance is Bliss BUT...Dangerous



A smart sugar buyer knows that guessing can be costly. Rather than chance an error he admits, "I can't answer that tough question, but I can find out."

Depend on DYER'S specialized SUGAR SERVICE to answer your Sugar questions

### B. W. Dyer & Company

Sugar Economists and Brokers 120 Wall St., New York 5, N.Y. Phone WH 4-8800



## YOU'RE INVITED!

Let our Offices Be Your Headquarters The Next Time You Visit Los Angeles



Leading Confectionery Brokers Of the Pacific Coast

Resident Men in Washington, Oregon and California

### JOHN T. BOND & SON

637 SOUTH WILTON PLACE, LOS ANGELES

- a large feed manufacturing plant at Memphia, Tenn., and a large solvent plant for the processing of soybeans is under construction at Gibson City, Ind. Total expansion program of the firm will amount to approximately \$4.5 million, to be paid out of the current year's earnings.
- Garden Fruit Specialties Co.: All fruit candy centers are now being produced as a new line by Garden Fruit.
- California Almond Growers Exchange: A 16 page booklet, containing many photographs that show the actual sizes of the various types and grades of almonds, is available from the California Almond Growers Exchange, Sacramento, California.
- Monsanto Chemical Co.: Leaves of absence to attend the Advanced Management Program of Harvard University Graduate School of Business Administration have been awarded R. S. Wobus, manager of the Norfolk plant, and W. R. Russell, branch manager, Organic Chemicals Division, Detroit, territory.
- Fritzsche Brothers, Inc.: Upon completion of 25 years of continuous service with the company, F. F. Menninghouse and Frank Mayer were honored at a dinner at the Robin Hood Inn, Clifton, N. J.
- Chas. Pfizer & Co.: John L. Smith, president, and Charles P. Walker, Jr., president of Citro Chemical Co. of America, have announced that Chas. Pfizer & Co. is conducting negotiations for the purchase of Citro Chemical Co., Maywood, N. J. For the present it is intended that Citro, manufacturers of caffeine, phenacetin and acetanilid, will function as a separate unit of Pfizer.
- Swift & Co.: Prospective field representatives of the adhesive products department are being trained in the science of glues and the technique of their use. The training program requires four months of concentrated study and costs more than \$2,000 for each person trained. Classes are held in the manufacturing plant and research laboratory at Chicago.
- American Chicle Co.: A 50 cent quarterly dividend on the new common stock has been declared. The old stock, split three for one, paid \$1 quarterly, plus extras of 50 cents in June and December.
- Glidden Co.: C. C. Mitchell has been promoted to sales manager for the Norwalk, Ohio, area of Durkee Famous Foods Division.

### Voorhees Molds-

#### VOORHEES JOBBERS:

Wood and Selick, Inc.
36 Hudson St., New York City
Thos. Mills and Bro., Inc.
1301 North 8th St., Phila., Pa.
H. A. Johnson Company
221 State St., Boston, Mass.
Savage Bros. Company
2638 Gladys Ave., Chicago, Ill.
Brown, Ragers Disson Co.
376 Nelson St., S.W., Atlanta, Ga.
Chas. Dennery, Inc.
New Orleans, La.

Bessire and Company 101 E. South St., Ind'p'1's, Ind. Liberty Candy & Supply Co. 326 W. 3rd St., Los Angeles, Cal.

#### The Modern Method of Casting Candy!

Voorhees Rubber Molds simplify operations. Saves time and stops waste. Made of the purest live rubber these molds are odorless and insure freedom from dust. They control moisture, and yield a better finished product.

Voorhees Molds are manufactured in all standard patterns or your own patterns and brand markings will be made to your order.

IF YOUR JOBBER CANNOT SUPPLY YOU, WRITE US DIRECT.

#### VOORHEES RUBBER MANUFACTURING CO., Inc.

151 EAST 50TH ST., NEW YORK 22, N. Y.

THE Confirst several tons, ray recently.

For the entered A total was many

tons by months 571,360 data for At the Council share ad short to advices change.

I.E.F. Belgium and Kor Switzerla The c supplies 8,000 to

Switze from 10 and Kor Ireland's Saudi A 2,500 to On A from pr

sugar co
 Milk
tal Util
by Hug
Econom
been re

• Dow stockho reached year en



eral eral eral

S. H

for Sep

#### Sugar Imports Up Sharply: I. E. F. C. Allocations Changed

THE QUANTITY OF SUGAR which entered the U. S. for consumption from all off-shore areas during the first seven months of this year totaled 3,672,444 short tons, raw value, the Agriculture Department announced recently.

For the corresponding period last year the quantity

entered was 2,785,566 tons.

A total of 124,142 short tons of sugar, raw value, was marketed by the mainland cane area and 692,088 tons by the continental beet area during the first six months of this year compared with 165,609 tons and 571,360 tons, respectively, during same period of 1946 data for July are not yet available.

At the same time, the International Emergency Food Council announced that eight consuming countries will share additional supplies of Cuban sugar totaling 167,000 short tons which are becoming available, according to advices received by the New York Coffee & Sugar Ex-

change.

phis,

sing

City, will paid

indy

e by

16

that

and

rnia

ifor-

e to

of

ness

bus.

sell

De-

n of

y, F.

ored

J.

lent,

itro

that

for

N. J.

ıfac-

will

es of

ined

their

nths

2,000

the

y at

divi-

ared.

erly,

oted

a of

ONE

I.E.F.C. said that countries to receive allotments are Belgium, 20,000 tons, Persia, 15,000, Erie, 18,000, Japan and Korea, 62,000, Saudi Arabia, 2,000, Sweden, 20,000, Switzerland, 20,000, and Turkey, 10,000 tons.

The council also announced revised allocations from supplies from undesignated sources. These give Italy 8,000 tons, Sweden, 16,500, and Turkey, 10,000 tons.

Switzerland's allocation was increased to 15,000 tons from 10,000 tons while the previous allocation for Japan and Korea was reduced to 15,000 tons from 50,000 tons. Ireland's allocation of 18,000 tons was canceled and the Saudi Arabia's allocation of 4,500 tons was reduced to 2,500 tons.

On August 20, the Department of Agriculture removed from price control raw sugar futures contracts for delivery after October 31. This action is in line with the sugar control extension act which expires on that date.

- Milk Industry: "Industry's Contribution to Total Utilization of the Nutrients in Milk", a study by Hugh L. Cook of the Bureau of Agricultural Economics, U. S. Department of Agriculture, has been released in its final form from Washington.
- Dow Chemical Co.: The 50th annual report to stockholders showed that consolidated sales reached a new high of \$130, 426,838 for the fiscal year ended May 31. This sales figure is 28 per cent







★ Emulsifies
 ★ Stabilizes
 ★ Retards Oxidation

Chocolates and centers taste better, stay fresh longer, when you use VODOL, the carn oil lecithin. Write today for literature and FREE working sample.

Welch. Holme & Clark Co., Inc. 439 WEST STREET NEW YORK 14, N.Y.

Page INDUSTRIES, Inc

**OFFERS** 

500 Fifth Avenue New York 18, N. Y. Pennsylvania 6-0829

- Sweetened Skimmed Condensed Milk
- Non-fat Dry Milk Solids
- Whole Milk Powder (26% or 28% Butterfat)
- Sweetened Whole Condensed Milk (8½% Butterfat)

Laboratory Controlled Products Guaranteed Analyses above last year's total and 41/2 per cent above the wartime peak.

in the 1

some ca

and no

· Swif

division

more F

The ne

goner, West I

• Suga

nounce cents p

consum

pounds mary d the neshortly

• Gen

dent, h

W. Ka

ment.

operati

iunctio

central

 Mor and Dr

group

of the

• Sele

nounce

sales r

New Y

for Se

- Charles F. Shambaugh Co.: Acceptance to membership in the National Sugar Brokers Ass'n has been announced by this Chicago firm. At the same time it was announced that Shambaugh will represent exclusively B. W. Dyer & Co., New York, for the sale of sugar and syrups in Chicago.
- Armour & Co.: After 30 years service, Conrad R. Lange, Pacific Coast representative of the dairy and poultry divisions, has retired.
- Solvay Sales Corp.: The opening of new branch offices at 1107 Pere Marquette Bldg., Barrone St., New Orleans, and at 1313 City National Bank Bldg., 921 Main St., Houston, has been announced.
- Lamborn & Co., Inc.: Charles G. Meehan, general partner, died at the age of 37 in Montelair, N. J., August 2.
- Monsanto Chemical Co.: A horizontal reduction of five cents a pound in its price schedule for DDT, marketed under the trade name Santobane, has been announced with the opening of a new and larger facilities for the manufacture of Santobane at the company's Monsanto, Ill., plant.
- Glidden Co.: A new plant has been completed in Chicago for the commercial recovery of soya sterols, Paul E. Sprague, vice president, announced
- Fats and Oils: Supplies of fats and oils in the U. S. have showed a substantial increase over last year and prospects for the future are good, the Bureau of Agriculture Economics has announced. Factory production of fats and oils from domestic raw materials was about 10 per cent greater in the first half of 1947 than it was in the same period in 1946. Output of federally-inspected lard, factory tallow, and creamery butter was up 16 to 33 per cent. Cottonseed oil declined but increased production of corn, peanut and soybean oils brought the total for vegetable oils above last year.
- American Sugar Refining Co.: Dr. Sidney M. Cantor has been appointed director of research and Edward Tindall has been named assistant to the general sales manager.
- F. J. Stokes Machine Co.: A new machine and technique for tablet compressing under vacuum pressures has been announced. It is said that with the elimination of air, material feeds more freely

TRUTASTE FLAVORS ... Rival Natures Own



Zestful, Tangy, Imitation CHERRY
Full-Bodied, Rich, Imitation GRAPE
Luscious, Imitation STRAWBERRY
Tantalizing, Imitation RASPBERRY

NEUMANN BUSLEE & WOLFE

224 W.HURON ST.

CHICAGO 10, III.

in the machine, press speeds can be stepped up, in some cases the quantity of binder can be reduced, and no soft spots occur at the edges of the tablet.

e the

nem-

has same

rep.

nrad

dairy

anch St.

Bank

nced.

genclair,

ction

DT.

has

and

bane

leted

Soya

iced.

the

last

the

estic the d in

per prought

M. and the

and uum with

reely

ONE

- Swift & Co.: A. C. Moysey, head of the ice cream division, has announced the purchase of the Biltmore Farms Ice Cream plant in Coral Gables, Fla. The new manager of the plant will be J. W. Waggoner, manager of the Swift ice cream plant at West Palm Beach since last December.
- Sugar: The Department of Agriculture announced August 5 maximum price increases of 13.5 cents per hundred pounds for raw sugar and directonsumption raw sugar and 15 cents per hundred pounds for other direct consumption sugar at primary distribution levels. President Truman signed the new five-year sugar law passed by Congress shortly before adjournment.
- General Foods Corp.: T. W. Rector, vice president, has announced the appointment of Charles W. Kaufman as director of research and development. Mr. Kaufman will have responsibility for the operation of the corporate research program which functions through a staff of 300 persons at the central laboratories in Hoboken.
- Monsanto Chemical Co.: Ralph J. Holtschlag and Dr. Robert E. Howard have been appointed group leaders in the St. Louis research department of the organic chemicals division.
- Selected Brands Co.: A. B. Cassidy has announced that his firm has been appointed exclusive sales representatives in New England, Pennsylvania, Maryland, Delaware. Washington, D. C., and New York State for the Baker Importing Company.

## **Rubber Candy Moulds**



Large variety of Chocolate Drops, Cream Wafers, Bon Bons, Fancy Creams and Penny and Five Cent Patterns.

Our organization has long experience in servicing confectioners on rubber molds. Any special design can be made to order and reserved for exclusive use if desired. Ask for catalog.

Also Frames, Trays and Machinery for Fondant Department and all casting operations.

Write Dept. AH

THOS. MILLS & BRO., INC.

1301-15 NO. 8TH ST., PHILADELPHIA 22, PA.



## KANDEX

CONFECTIONERY

## STABILIZER

Gives Lasting Freshness and Smoother Texture To Your

## CARAMELS

and other chewy candies such as . . . Taffy, Toffee and Kisses. SAVES TIME and EXPENSE.

Write for Free Sample Sufficient for Batch Testing

\*Kandex is economical— Only 16c per lb. F.O.B. Chicago

#### NATIONAL FOOD PRODUCTS

8 South Dearborn St. Chicago 3, Illinois

Since 1881, The Hubinger Co., Keokuk, Iowa

## HUBINGFR

Our service departments will help you with any of your technical problems.

#### UNIFORM...DEPENDABLE

Confectioners' Corn Syrups, Thin Boiling Starches, Moulding Starch



## **Conventions - Meetings**

Sept. 7-10—National Industrial Stores Ass'n, convention and mechandising exhibit. Hotel Netherland Plaza, Cincinnati,

Sept. 8-10—Candy Production Forum, Lehigh University, Bethlehem, Pa. Sponsored by Pennsylvania Manufacturing Confectioners' Ass'n.

Sept. 8-12—Second National Instrument Conference and Exhibit. Stevens Hotel, Chicago.

Sept. 18-20—Annual convention of the National Ass'n. of Foremen. Biltmore Hotel, Los Angeles.

Sept. 22—NCA Candy Rally and showing of movie, "Candy and Nutrition." Grand dining room, Furniture Club of America, Furniture Mart, Chicago.

Sept. 27-28—Wholesalers' Food Institute of Iowa. Des Moines. Sept. 29-Oct. 1—National Coffee Ass'n. Yosemite National Park, Cal.

Sept. 29-Oct. 4—National Business Show. Grand Central Palace, New York.

Oct. 6-7.—Annual Meeting of the Packaging Machinery Manafacturers' Institute. Hotel Sheraton, Springfield, Mass.

MIC

E

30

Oct. 6-10—35th National Safety Congress and Exposition. Industrial safety sessions at the Stevens, Congress and Palmer House Hotels, Chicago.

Oct. 20-22—Annual meeting of the American Oil Chemish' Society. Edgewater Beach Hotel, Chicago.

Oct. 21-25—Pacific Chemical Exposition. Civic Auditorium, San Francisco.

Oct. 27-29—International Ass'n. of Ice Cream Manufacturers. Miami Beach.

Oct. 30-Nov. 1—Milk Industry Foundation. Miami Beach.

Nov. 1—Annual dinner dance of the Wholesale Confectioners Ass'n. of Metropolitan Philadelphia. Benjamin Franklia Hotel, Philadelphia.

Nov. 2—Supermarket Institute Convention. Sherman Hotel, Chicago.

Dec. 1-6—Chemical Industries Exposition, Grand Central Palace, New York.

Dec. 3-5—Annual convention of the Western Confectionery Salesmen's Ass'n. Hotel Continental, Chicago.

Dec. 14-17—National Automatic Merchandising Ass'n, convention and exhibit, Palmer House, Chicago.

• Regal Manufacturing Co.: Koronet hair guards are once again available, it has been announced. The light and snug fitting hair guards are said to be specially designed to allow natural air circulation and still prevent any loose hair from falling into the product on which the wearer is working. A glossy, non-inflammable visor is attached to each guard.



#### CONFECTIONERY BROKERS

#### **New England States**

9

mer-

chibit.

Fore.

y and erica,

Park,

alace,

Manu-

Inalmer

mists'

, San

urers.

Hotel.

alace,

onery

nven-

ards

ced.

d to

ulalling

sing.

each

ed

ONER

ti. Beth ConJESSE C. LESSE

Candy and Allied Lines Office and Sales Room 248 Boylston Street BOSTON 16. MASS.

#### SALES DEVELOPMENT CO.

(M. F. Libman)
114 State St.—Phone: LAF 7124
BOSTON 9. MASSACHUSETTS
Tern: Covering New England over 24 yrs.—
Accounts Solicited

#### **Middle Atlantic States**

#### S. P. ANTHONY

Manufacturer's Representatives P. O. Box 1355—Phone 2-8469 READING. PENNSYLVANIA Tern.: Pa., Md., Dela., Washington, D. C.

#### MICHAEL BRAUNSTEIN & CO.

6 Donaldson Road
BUFFALO 8, NEW YORK
Tel. Grant 6773
autacturer Representation featuring Bulk
dies. 5c bars and Novelities for Wholesale,
Chain and Department Store Trade.
Terr.: New York State.

#### ARTHUR M. CROW & CO.

407 Commonwealth Annex Bldg.
PITEBURGH 22, PA.
Cover conf. & groc jobbers, chains,
dept. stores, food distrs.
W. Pa., W. Va., & E. Ohio

#### ELLENO SALES CO., INC.

320 Broadway
NEW YORK 7, NEW YORK
Terr.: New York and Coast to Coast coverage

#### FACTORY SALES COMPANY

Broad Street Bank Building
TRENTON. NEW JERSEY
Specialists in Specialises
Terr.: N. J., N. Y., Pa., Dela., Md.,
& Washinton, D. C.

#### M. GRUNBERG

1911 Derry St. Phone 6-0978
HARRISBURG, PENNA.
Territory: Penna., Md., Dela., D. C.

#### CANDY ED KITCHEN

Phones: Hazleton 306R1, 2173]
LATTIMER MINES, PENNSYLVANIA
Over 20 yrs. serving upstate N. Y., Pa. & N. J.
jobbres, Chains, Dept. Stores, Vending & Food
Distrs.

#### LETERMAN-GLASS INC.

Rockefeller Plaza—Phone CO-5-4688 **NEW YORK 20, N. Y.** Terr.: the entire U. S.

#### SAMUEL OPLER

Cocoa and Chocolate
30 Church St.—Phone Rector 2-5353
NEW YORK 7, NEW YORK

#### FRANKLIN RAY

100 Hilltop Road, Chestnut Hill, PHILADELPHIA 18, PENNSYLVANIA Terr.: Pennsylvania and W. Virginia Active coverage every six weeks

#### JOSEPH C. SEIDE & SONS

15 Park Row—REctor 2-8832
REW YORK 7, NEW YORK
Terr.: Complete Sales Coverage Metropolitan
New York and New Jersey.

#### Middle Atlantic States (Contd.)

#### HERBERT M. SMITH

109-17 110th St.—Virginia 3-8847 OZONE PARK 16, NEW YORK Terr.: New York State

#### SAUL STEIN ASSOCIATES

Importers & Distributors of Fine Confections 401 Broadway—Phone WOrth 4-7344 NEW YORK 13, H. Y. Terr.: Entire United States

A. H. WALTER, CO., INC.

TEL. BARCLAY 7-9554
30 Church Street
NEW YORK 7, NEW YORK
Terr.: Local and National Manufacturers
Representatives—Importers.

#### IRVING S. ZAMORE

2608 Belmar Place SWISSVALE, PITTSBURGH 18, PA. 27 Years' Experience Territory: Pa. & W. Va.

#### South Atlantic States

#### CHARLES R. ALLEN

CHARLESTON 3, SO. CAROLINA
Branches: Savannah, Ga.; Atlanta, Ga.; Jacksonville, Fla., and Charlotte, N. C.—Covering
Southeastern terr.

#### J. N. ALLEN & CO.

Box 628
RALEIGH, N. C.
Box 570
GREENSBORO, N. C.
Territory: North Carolina

#### BUSKELL BROKERAGE CO.

1135 East Front Street
RICHLANDS, VA.
Contact Wholesale Groceries, Candy Johbers
and National Chains
Terr.: Va., W. Va., Ky., Tenn., N. Car.,
and District of Columbia.

#### W. H. CARMAN

Manufacturers' Representatives 3508 Copley Road BALTIMORE 15, MARYLAND Terr.: Maryland; Wash., D. C.

J. O. "JIM" CHAMBERS
Casdy Broker
17 Edgewood Avenue, S. E.
ATLANTA 3. GEOSGIA
Terr.: Ga., Ala., and Fla.

#### H. C. DIXON

Manufacturer's Representative
Quality Feed Products
Headquarters Southeastern States
P. O. Box 178
AUGUSTA. GEORGIA
Terr.: Ala., Fla., Ga., N. Car., S. Car.,
Tenn., and Va.

#### HERBERT W. GLASSMAN & CO.

Manufacturers' Representatives
Located in the Hub of the South
Offices and Display Rooms
517-20 Peters Bidg.—Phone: Jackson 6596
ATLANTA 3, GEORGIA
Terr.: S. States, Ga., Fla., Ala., Tenn.,
N.C., S. C.

#### WM. E. HARRELSON

Manufacturers' Representative 5308 Tuckahoe Ave.—Phone 44280 RICHMOND 21. VIRGINIA Terr.: W. Va., Va., N. & S. Caro.

#### South Atlantic States (Contd.)

#### D. J. "JACK" HEADFORD

815 N. Atlantic Avenue—'phone 754]

DAYTONA BEACH. FLORIDA

Covering the State of Florida. Active coverage every four weeks on limited line of top-quality food and candy specialties.

#### HUBERT BROKERAGE COMPANY

Candy and Allied Lines

2 Sciesmen
Offices & Dipplay Rooms
210-211 Candler Bidg.
ATLANTA. GEORGIA
Terr.: Florida, Georgia and Alabama
for 19 years.

#### MARVIN V. HULING

Manufacturers' Representative HICEORY, NORTH CAROLINA Terr.: No. & So. Caro., Ga. & Va. areas

#### JOHNSON & SAWYERS

335 Burgess Building JACKSONVILLE 2, FLORIDA Confections & Allied Lines Terr.: Ga., Fla., & Ala.

#### A. CARY MEARS

Candy and Specialty Items P. O. Box 2476 GREENSBORO, NORTH CAROLINA Terr.: Va., W. Va., No. & So. Caro.

#### ROY E. RANDALL

Manufacturers' Representative
P. O. Box 605—Phone 7590
COLUMBIA, SO. CAROLINA
Terr.: N. 6 S. Carolina. Over 25 yrs. in area

#### JOHN T. SOX

Manufacturers' Representative
P. O. Bex 605—Phone 21464
COLUMBIA, SOUTH CAROLINA

#### H. H. SMITH

Box No. 1202
HUNTINGTON 14, WEST VA.
Candy, Marbles, School Tablets, Wax
Papers, Stationery, Napkins
Terr.: W. Va. & Eastern Ky.

#### W. M. (BILL) WALLACE

Candy and Specialty Items
P. O. Box 472—111 Blair Bldg.
DECATUR. GEORGIA
Terr.: Ga. & Fla.—Work every town

#### East No. Central States .

EDWARD A. D. (Condy) BARZ P. O. Box 395—LA PORTE, IND. P. O. Box 512—OAK LAWN, ILL. Covering Ill., Ind., Mich., Ohio, Ky., and W. Va.

#### H. K. BEALL & CO.

308 W. Washington St.
Phones RANdolph 1618-1628
CHICAGO S. ILLINOIS
Territory: Illinois, Indicing, Wisconsin
25 years in the Candy Business

#### CHARLES R. COX

SANDUSKY, ONIO-1428 Erie Blvd. Territory: Ohio, Michigan, and Indiana

#### ROGER ETTLINGER

Phone University 2-5737
18300 Pennington Avenue
DETROIT 21, MICHIGAN
Terr.: Entire state of Michigan

#### CONFECTIONERY BROKERS

#### East No. Central States (Contd.)

#### M. H. GALFIELD COMPANY

225 E. Detroit St.

MILWAUKEE 2, WISCONSIN

Terr.: Wis., upper Mich. & N. Ill.
(Only reliable accounts solicited)

#### WALTER M. GREESON CO.

101 Smith Street
FLINT 3, MICHIGAN
"We Are At Your Service Always—
And All Ways"
Terr.: Michigan. Estab. Since 1932

#### BERNARD B. HIRSCH

. 229 E. Wisconsin Ave.

MILWAUKEE 2, WISCONSIN

Wis., Id., Ill. (excluding Ch

Mich. (Upper Penn.)

#### JERRY HIRSCH

Candy & Specialty Items 823 N. Lamon Avenue CHICAGO 51, ILLINOIS Terr.: Wis., Iowa, Mich.

#### DONALD A. IKELER

2029 E. Main Street **KALAMAZOO, MICH.** Territory: Michigan

#### HARRY KISSINGER

Candy—Novelties—Specialties
3846 McCormick Ave.—Phone Brookfield 9691
HOLLYWOOD, ILLINOIS
Terr.: Ohio, Mich., & Ind.

#### HARRY LYNN

Candy Manufacturers' Representative
1511 Hyde Park Boulevard
CHICAGO 15, IL.
Tern.: Chicago, Milwaukee, Ill., Ind., S. Wis.

#### G. W. McDERMOTT

100 North Raymond St.—Phone 382

MARINETTE. WISCONSIN

Terr.: Wisc. & Upper Mich.—covered efive weeks -covered every

#### WM. C. MITHOEFER

6210 Tyne Avenue CINCINNATI 13, OHIO We specialize in cigars, candies, specialties and novelties.

#### OWEN BROKERAGE COMPANY

Non-competitive lines only
O. Box No. 463—Phone 355W
RICHLAND CENTER, WISC.
rr.: Wisconsin & S. Minnesota

#### PEIFFER FOOD PRODUCTS CO.

Imported and Domestic Candies 54 W. Burton Place CHICAGO 3. ILL.



FOR BEST BUYS USE WANT ADS FOR QUICK SALES

THE MANUFACTURING CONFECTIONER Chicago 6, Ill. 400 W. Madison

East No. Central States (Contd.)

#### ARTHUR H. SCHMIDT CO.

524 Rockefeller Building CLEVELAND 13, OHIO Dhio. Member Nat'l. Conf. Sc Ass'n. Buckeye Candy Club.

#### SOMMER & WALLER

Manufacturers' Representatives 8336 Maryland Ave.—Vin. 7174 CHICAGO 19, ILL. Serving Metropolitan Chicago Sales Area for 25 Years

#### P. L. SOUTH COMPANY

"Our Principals Are Our Recommendations"
Complete Wholesale and Retail Coverage
for the State of Indiana
702 Odd Fellow Bldg. Phone Franklin 8492
Indianapolis 4, Indiana

#### WARREN A. STOWELL & ASSOCIATE

Phone TRiangle 1265
7943 So. Marshfield Ave.
CHICAGO 20, ILLINOIS
Terr.: Chicago, Greater Chicago radius incl.
Milwaukee, Wis.

#### C. H. THOMPSON

1421 Sigsbee St., S. E.

GRAND RAPIDS 6, MICHIGAN

Territory: Michigan only

#### WAHL BROKERAGE

Manufacturers' Representatives 3813 N. Cramer St. MILWAUKEE 11, WISCONSIN Terr.: Mich., Ind., Ill., Wis., part of Iowa and Minn.

#### WALTERS & COMPANY

Complete Brokerage Service 31 East George Street
INDIANAPOLIS 4, INDIANA

#### W AND W SALES

1627 West Fort Street
DETROIT 18, MICHIGAN
overing Michigan Complete
With Quality Merchandise
Al. Williford

#### R. L. YATES

Candy Manufacturers' Representative
P. O. Box 82, College Park Station
DETROIT 21, MICHIGAN
Phone DA 6227
Territory: Michigan

#### East So. Central States

#### FELIX D. BRIGHT

Candy Specialties
P. O. Box 177—Phone 8-4097
NASHVILLE 2, TENNESSEE
Terr.: Kentucky, Tennessee, Alabama,
Mississippi, Louisiana

#### J. L. FARRINGER

900 Cedar Lane, Phone 8-8470
NASHVILLE 2, TENNESSEE
Established 1924
Terr.: Tenn., Ky., & W. Va.

#### PAUL JOHNSON AND CO.

Manufacturers' Representatives
Day Phone 1—Box 270—Night Phone 2420
CAMPBELISVILLE, KY.
Candy, Crackers, Cookies, Cigars, and
Specially Hems
Terr.: Ky. and Tenn.

West No. Central States

#### GEORGE BRYAN BROKERAGE CO.

410 Walnut Blda.

DES MOINES 9, IOWA

Consistent and thorough coverage of wholesale candy and tobacco, wholesale gracery,
chain store trade in central, eastern lown.

#### ELMER J. EDWARDS

Candy Broker
3933 Elliott Ave., So.—Phone Colfax 9452
MINNEAPOLIS 7, MINN.
Terr.: Minn., N. 6 S. Dak.—Special attention
given to Twin City trade.

#### ERICKSON BROKERAGE CO.

Manufacturers' Representative Since 1890 334 North First Street MINNEAPOLIS 1, MUNNESOTA Terr.: Minn., N. D., S. D., W. Wis.

#### GRIFFITHS SALES COMPANY

707 Clark Ave.—Phone GA. 4979
SAINT LOUIS 2. MISSOURI
We specialize in candy and novelties.
Tern: Mo., Ill., and Kan.

#### LEON K. HERZ

1290 Grand Ave., Emerson 7309 ST. PAUL 5, MINN. Terr.: Western Wis., Minnesota, North and South Dakota.

#### HUTCHINS BROKERAGE CO.

218 Third Ave., N.
MINNEAPOLIS 1, MINNESOTA
Terr.: Minneapolis and Adj. Terr.

#### THE ADOLPH MERTENS CO.

P. O. Box 433, Davenport, Iowa
MANUFACTURERS' REPRESENTATIVES
CANDY & SPECIALTIES
Serving the State of Iowa,
Western Neb. and Ill. border towns

#### R.O. NEWMAN BROKERAGE CO.

Foods—Confections
Institutional Products
519 Lyceum Building
DULUTH 3, MINNESOTA
Terr.: No. Mich., No. Minn., No. Wis.,
Lakes Area

#### O. W. TAYLOR BROKERAGE CO.

Resident Salesman in Colorado Springs)

McGREGOR, IOWA

Terr.: Ia., Minn., Wisc., Nebr., Kans., Colo.

#### N. VAN BRAMER SALES CO.

MINEAPOLIS 16, MINNESOTA
Territory: Minn., N. Dak., S. Dak., Ia., Neb.
Coverage every six weeks.
Resident Salesman in Omaha, Nebr.

#### West So. Central States

#### H. L. BLACKWELL COMPANY

Emery Way at Sunset Drive EL PASO, TEXAS Phone: Main 8253 Tern: Tex., N. Mex., and Ariz.

#### J. J. BOND & COMPANY

1840 Hill Crest—Phone 7-1800 FORT WORTH 7, TEXAS Territory: Texas, Okla., & N. M.

#### S. D. CARTER COMPANY

Merchandise Brokers Box 217 Box 217 SHREVEPORT, LA. Terr.: La., Ark., & E. Texas.

THE MANUFACTURING CONFECTIONER

West S

EASON P.O.

NICH 1118 Front CONWAY, Tern.: Tex

> Can Terr.;

E. G. Box 5014 7 John Ald

REILLY

CAME Terr.: Colo

> T. J. 1 Territory:

J. M. P.C I Terr.: Col Western Ko

FR

Confec and departr

HARRY

GEI

LOS

BELL SAN F Tex.: Calif.,

lor Septen

#### CONFECTIONERY BROKERS

West S. Central States (Contd.)

#### EASON BROKERAGE COMPANY

Banking & Trade Reference P.O. Box 1872 Phone Britton 509 OKLAHOMA CITY 1, OKLAHOMA N. M., So. Kansas, Panhandle Tex.

#### NICHOLS-KANE CANDY CO.

hole-cery,

452

ntion

1930

NY

th

0.

ES

S

CO.

CO.

Colo.

ngs)

O.

Neb

Œ.

YV

ONES

Ille Front Street 6046 Waggoner Drive COWAY, ARKANSAS DALLAS, TEXAS Ten.: Tex., Ark., La., Okla., Ala., N. Mex.

#### W. S. STOKES

Broker & Agent
BATESVILLE, ARKANSAS
Candy - Novelties - Specialties
Tern: Arkansas—Accounts solicited.

#### **Mountain States**

#### E. G. ALDEN & COMPANY

Box 5014 Term. Sta.—Phone Lakewood 599W DENVER 17, COLORADO Wyo., Mont., John Alden traveling—Colo., and Neb.

#### REILLY ATKINSON & CO., INC.

Confectionery & Food Products

SALT LAKE CITY, U.—BOME, IDA.

Tern: U. & Ida., with contiguous sections of cdjoining states.

#### CAMERON SALES COMPANY

5701 East Sixth Ave.
DENVER 7. COLORADO
Candies and Allied Lines
Tex.: Colo., Mont., Idaho, Utah, N. Mex.

#### T. J. LANPHIER COMPANY

Confectionery and Food Products
EUNGS EUTE GREAT FALLS
(GREAT FALLS
(Greneral Office)

Territory: Montana & Northern Wyoming
Established 1907

#### J. M. RANKIN COMPANY

P.O. Box 426—Spruce 2912

DENVER 1, COLORADO

Tern: Colo., Wyo., Black Hills of S. Dak.,
Western Kans., Northern N. Mex., W. Nebr.

#### FRANK X. SCHILLING

Confectionery and Novelty Items
Box 416—Phone 2-3540
BUTTE, MONTANA
Complete coverage of all wholesale chain
and department store distributors in Montana
and northern Wyoming.

#### HARRY YOUNGMAN BROKER-AGE COMPANY

2134 Lawrence St. DENVER 2, COLORADO Colo., Wyo., Utah, Ida Utah, Idaho, Mont. l'emitory: Co

#### **Pacific States**

#### GENE ALCORN & CO.

LOS ANGELES 1, CALIFORNIA 383 Brannan Street
SAN FRANCISCO 7. CALIF.
Territory: State of California

#### BELL SALES COMPANY

SAN FRANCISCO 5, CALIFORNIA
Candy & Food Specialties
Sen: Calif., Reno, Nev., Hawaiian Islands

#### Pacific States (Contd.)

#### JOHN T. BOND & SON

37 S. Wilton Place—Phone: Federal 6028

LOS ANGELES, CALIF.
Territory: Pacific Coast
Our 25th Year in Candy and Food Field 637 S.

#### CARTER & CARTER

Confectionery Mfr's. Agents. Established with Industry since 1901.
91 Connecticut St.—Phone: Main 7852
SEATTLE, WASHINGTON
Tern: Wash., Ore., Utah, Ida., Mont., Nev., Wyo.

#### THE EDWARD M. CERF CO.

740-750 Post Street

SAN FRANCISCO 9, CALIF.

Specializing in candy and allied lines;
Unexceptionable banking, other references.

#### MALCOLM S. CLARK CO.

1487½ Valencia St.—No. Cal.; Nev.; & Hawaii SAN FRANCISCO 10, CALIF. 923 E. Third St.—Southern California LOS ANGELES 13, CALIF. 1238 N.W. Glisan-Oregon 1238 N.W. Glisan-Oregon
PORTLAND, OREGON
1728 34th Ave.—Wash; No. Idaho
SEATTLE 22, WASH.
1292 Elm St.—Ariz: N. Mexico; West. Texas
EL PASO, TEXAS

#### DICKENSHEETS-POTTER CO.

1306 N. W. Hoyt Street
PORTLAND 5, OREGON
Candy, Confections and Allied Lines
Terr.: Ore., So. Wash., W. Idaho

#### J. RAY FRY & ASSOCIATES

420 Market St.—Phone Garfield 7690 SAN FRANCISCO, CALIF. Terr.: Calif., Ore., Wash., Mont., Ida., Utah, Wyo., Nev., Ariz.

#### CHARLES HANSHER

112 W. Ninth Street
LOS ANGELES IS, CALIFORNIA
Personal contacts with chains, jobbers, syndicates & dept. stores throughout Calif., Ore., & Wash.

#### HARTLEY SALES COMPANY

GEORGE W. HARTLEY
742 S. W. Vista Avenue—Phone: ATwater 5800
PORTLAND 5. OREGON
Territory: Oregon, Washington & Idaho

#### KESSLER BROTHERS

739 Market St.—Tel. Garfield 7354

SAN FRANCISCO 3, CALIF.

Terr.: 11 Westem States, Army & Norsy, Export Wholescile Jobbing and Retail coverage for Quality Manufacturers.

Offices, S.F.—L.A.—Portland,—Honolulu Established 1925

Sidney H. Kessler—Theodore D. Kessler

#### I. LIBERMAN

SEATTLE 22, WASHINGTON
Manufacturers' Representative
1705 Belmont Avenue
Terr.: Wash., Ore., Mont., Ida., Utah, Wyo.

#### RALPH L. MUTZ COMPANY

Ralph and Jim Mutz 600—16th St. CAKLAND 12, CALIF. Concentrating on Northern Calif.

#### HARRY N. NELSON CO.

112 Market Street
SAN FRANCISCO 11, CALIF.
Established 1906. Sell Wholesale Trade Only.
Terr.: Eleven Western States

#### JACK SINGER & COMPANY

15161/2 N. Western Ave.

LOS ANGELES 17. CALIFORNIA

Solicit Accounts for Cal., Ore. & Wash.

Specialty work in above territory.

#### Pacific States (Contd.)

#### GEORGE R. STEVENSON CO.

302 Terminal Sales Building
SEATTLE, WASH.
Territory: Wash., Ore, Ida., Mont.
Over 20 years in this area.

#### L. J. THOMPSON

Terminal Sales Building SEATTLE 1, WASH. Terr.: Ore., Wash., W. Idaho

#### JERRY W. TURMELL COMPANY

4127 Crisp Canyon Rd.—State 44713
SHERMAN OAKS, CALIFORNIA
(20 minutes from Los Angeles)
Terr.: Calif., Associates at Hawaii, Philippines
and China. Established since 1932.

#### RALPH W. UNGER

923 East 3rd Street—Phone: Trinity 8282
LOS ANGELES, CALIFORNIA
Terr.: Calif., Ariz., N. Mez., West. Tex., Nev.

#### S. E. "JACK" WAGER

(For California coverage) 166 So. Central Ave. LOS ANGELES 12, CALIFORNIA

#### ROGER S. WATSON CO.

Phone: AXminster 1-2810

5610 S. Western Ave. & 1025 N. Highland
LOS ANGELES 38, CALIF.

Terr.: Calif. Another line required. Non
competitive with present lines.

#### WITTENBERG-ROSS

24 California St.—Phone: Exbrook 7973
SAN FRANCISCO 11, CALIFORNIA
315 West Ninth St.—Phone: Trinity 7159
LOS ANGELES 15, CALIFORNIA
Terr.: Calif., Ore., Wash., Hawaii & Export

#### Import - Export

#### G. RIVERA LEFRANC Export Broker and Import Commission Merchant

366 Broadway—Phone: Worth 2-1363
NEW YORK 19, N. Y.
Terr.: South America, West Indies, Hawaii,
Philippines and Orient.

#### Subscribe to

#### THE MANUFACTURING CONFECTIONER

Only \$3.00 per year-\$5.00 for 2 years.

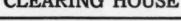
- · Feature Articles
- Candy Clinic
- Candy Packaging
- Candy Equipment Preview
- Technical Literature Digest
- Manufacturing Retailer
- · Book Reviews

And many other features

400 W. Madison - CHICAGO 6



## THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



(Classifieds Not Subject to Agency Discount)

RATES: Line 35c (Bold Face 70c); Display (For Used Items Only)—Col. In., 1 time \$6, 2 or more \$5.



#### MACHINERY FOR SALE

#### NEW WRAPPING MACHINE

Bought new this spring—used once. Monulactured by Battle Creek Bread Wrapping Machine Company. Handles packages in sizes falling within following dimensions: length 5" x 6½"; width 3" to 3½"; height ¾" to 1". Comfortable operating speed up to 60 per minute. Cost \$5,500. Will sell for \$4,800. Write Judson Dunway Corp... Dover. N. H.

For Sale: One Package Machinery Co. DF type FS 186 bar wrapping machine. Will wrap approximately 120 bars per minute. In perfect condition, two years old. Box A-971, The Manufacturing Confectioner.

For Sale: One sixty (60) gal. steam jacketed kettle, stainless steel, never used and in the original crating. Two fifty (50) gal. steam jacketed copper kettles in good condition. Three nugat beaters, Read and Champion, in good working condition. Box A-972, The Manufacturing Confectioner.

For Sale: 4,500 standard size starch trays. Cold slabs, three 4' x 4', one 3' x 8'. One new Corley Automatic Sandwich Wrapper. One new Corley-Keller Automatic Peanut Butter Sandwich Maker. One 16" National Equipment bottomer, feed table, enrober, 72' cooling tunnel, packing table, good condition. One new Marco 500 G.P.H. 10 HP Flow-Master homogenizer. Box A-973, The Manufacturing Confectioner.

#### MACHINERY WANTED

Wanted: Greer cluster machine. Advise condition, price. Box TF-871, The Manufacturing Confectioner.

MODEL "K" KISS WRAPPING MACHINES.
ALSO SALT WATER TAFFY WRAP-PING MACHINES. State prices and condition. Address Box C-973, The Manufacturing Confectioner.

STEEL

MOGUL

WANTED

WRITE BOX A-974,

THE MANUFACTURING

CONFECTIONER

#### MACHINERY WANTED (Contd.)

#### GET MORE FOR YOUR SURPLUS EQUIPMENT

And Sell Directly to the next user.

- All Candy Manufacturers Get Our Offerings Regularly. They need such units as
- VACUUM COOKERS . ROLLER REFINER MILLS . HARD CANDY PROCESSING EQUIPMENT
- PACKAGING EQUIPMENT
   CHOCOLATE MELTING KETTLES
   GENERAL CONFECTIONERY EQUIPMENT of what have you to sell?

For Quicker Action and Better Prices
Send Full Details and YOUR Price to

#### EQUIPMENT FINDERS BUREAU

6 Hubert Street

New York 13, N. Y.

Wanted: 300 lb. chocolate melter, A.C. motor drive. Also electric caramel cutter. Box A-975, The Manufacturing Confectioner.

Equipment Wanted: National depositor, two bag peanut roaster, and nougat cutting machine. Box A-976, The Manufacturing Confectioner.

Wanted: 3 or 5 roll chocolate refiner. Must be Al condition. Write full particulars and price wanted. Box A-978, The Manufacturing Confectioner.

Wanted: GAS SIMPLEX COOKER with 2 or 3 kettles. Marcoe & Sons—Candies, 4110 South M St., Tacoma, Washington.

Wanted: Power driven cut rock cutter and model "K" kiss wrapping machine. Bud Candy Co., 208 West St. Clair Ave., Cleveland, Ohio.

Wanted: Heavy-duty, double arm pulling machine, state condition and price. School House Candy Co., 296 Charles St., Providence, Rhode Island.

#### WANTED YOUR IDLE MACHINERY

YOUR IDLE MACHINERY
WILL BUY FROM SINGLE ITEMS
TO COMPLETE PLANTS

URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices.



15-21 PARK ROW

NEW YORK 7, N. Y.

#### MACHINERY WANTED (Contd.)

WANTED
LEHMANN 5 ROLL
REFINER NO. 912
REPLY TO BOX NO. A-977.
THE MANUFACTURING
CONFECTIONER

Wanted: National cream remelter kettles Box TF-872, The Manufacturing Confectioner.

Wanted: One 16" chocolate enrober complete with double bottomer attachment cooling tunnel, and packing table. One 4 foot Ball cream beater, one Friend aamd roll machine and two 300 lb. chocolate melters. All machines must have motartached and be in good condition. Bar A-9710, The Manufacturing Confectioner.

#### POSITIONS WANTED

Candy Maker Available: Experienced in all lines of manufacturing for retail stores. Best references. Box A-9715, The Manufacturing Confectioner.

Food Chemist: Masters degree, 6 years experience laboratory supervision, production, development including confectionery, ice cream, coconut, etc. Back A-9716, The Manufacturing Confections.

#### HELP WANTED

Wanted: Man 25-40 as General Plant Assistant for Eastern candy plant, preent volume \$1,500,000 per year, normally a general line plant. Man should have experience in handling personnel, candy making, candy machinery. Permanent position with 40 year old concern with future entirely up to the man himself. We want a man who will grow into a capable Plant Manager. Our organization knows of this opening. All replies confidential Box A-9713, The Manufacturing Confectioner.

#### -- CANDY --

OPPORTUNITY for man who has general knowledge candy manufacturing to act as Assistant to our Superintendent. State age, where employed past ten years, salary, when available. School House Candy Co., 296 Charles Street, Providence, Providence, Rhode Island.

Satisfi

the G

used

built

all ty



UNION CONFECTIONERY MACHINERY COMPANY, INC. 316-322 LAFAYETTE STREET • NEW YORK 12, N.Y.

tles.

comnent, One

and olate notor Box

i in etail.

pronfec-Box oner.

Plant preenally have andy ment with We

pable nows ntial.

o je ct n-n-tl-ol of e,

ONER



#### HELP WANTED (Contd.)

Chocolate Dipper Wanted: Double hand dipper preferred. \$1.00 an hour wards, steady work. Must be willing to locate in Missouri. State age, experience, and dipping capabilities per day in first letter. We will expect references. All replies strictly confidential. Box A-979, The Manufacturing Confectioner.

Pan Man Wanted: Must be experienced and able to take full charge of large pan department, be able to make all kinds of pan work such as Jordan almonds, baked beans, dragees, jaw breakers, jelly beans, etc. Plant is located in Midwest. A very good opportunity for the right man. Reply giving past experience, ago and salary wanted. Box A-9711, The Manufacturing Confectioner.

Wanted: First class candy maker. Man capable of taking over small candy department of sizable concern engaged in other food manufacturing business, and develop a good line of bar goods, both chocolate and plain, hard candies, etc. Must have thorough basic knowledge of the production of candy in line with modern and economical developments in the last few years. Permanent location in the Southeast with satisfactory starting salary and good future. Box A-9712, The Manufacturing Confectioner.

Man: Experienced hard candy spinner to spin sponge. F. M. Paist Co., Philadelphia 22, Pa.

Man: Capable of running 10 pan chocolate pan room of 40 year old candy plant. Must know how to pan all type centers. F. M. Paist Co., Philadelphia 22, Pa.

Experienced Candy Makers: For cream work, hard candy, enrober work. Must be sober and permanent. Excellent salary and working conditions. Palmer Candy Co., 209 Douglas St., Stoux City 2, Iowa.

Superintendent: We are looking for a man who is qualified in taking full charge of manufacturing a line of bars, bulk and package chocolates, so that he may act as superintendent when he has shown his ability. In reply please state experience, wages desired, a list of former employees and types of candy you can make. All correspondence will be strictly confidential. Box B-871, The Manufacturing Confectioner.

Candy Maker: For position in the Southwest. Must be able to make general line of candy for wholesale grocery trade, including chocolate cherries, cream goods, hard candies, gums, etc. State salary expected and previous experience. Responses confidential. Box A-9719, The Manufacturing Confectioner.

#### HELP WANTED (Contd.)

Chocolate and Bon Bon Dippers: Enjoy the climate of Florida and work at your tarde in the City Beautiful this winter. Good working conditions. Box A-9720, The Manufacturing Confectioner.

Wanted: Several set-up men and spinners needed by well established candy manufacturer. Good salary and pleasant working conditions. Applications confidential if requested. Williams Candy Company, 9 N. W. First Street, Oklahoma City, Oklahoma.

Checolate Panning: Chocolate panning foreman, experienced in mass production (32 pans, spray system) also 5 pan workers wanted. Factory in Manhattan, N. Y. Write all particulars concerning experience, age, etc. Box A-9722, The Manufacturing Confectioner.

Wanted: Pan man, thoroughly experienced on jelly eggs and Jordan almonds. Excellent opportunity. Plant located in East, 80 miles from N.Y. Write full details to Box A-9723, The Manufacturing Confectioner.

#### MISCELLANEOUS

For Sale: New modern building containing over 3000 square feet floor space with large display room equipped with most modern display cases, completely furnished office and splendidly arranged manufacturing facilities. Excellent set-up for small candy manufacturer. Lot 166 x 200 beautifully landscaped. Ample parking space. Located on highway No. 1 between Palm Beach and Miagni. Priced for quick sale at \$35,000 including equipment and fixtures. C. S. Taylor & Co. (Owners) Pompano, Florida or your own broker.

#### WE BUY & SELL

ODD LOTS . OVER RUNS . SURPLUS



SHEETS-ROLLS-SHREDDINGS Cellophane rolls in cetter hoxes 100 ft. or more also made of other cellulose film

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons-All Colors & Widths Scotch Tape Clear & Colors

Diamond "Cellophane" Products
Harry L. Diamond Robert L. Brown

"At Your Service"
74 E. 28th St., Chicago 18, Illinois

#### MISCELLANEOUS (Contd.)

Wanted: Domestic chocolate liquor and dark chocolate coatings, any quantities. Write Box D-771, The Manufacturing Confectioner.

For Sale: We have large quantity over run of transparent candy boxes at classout prices. Seaman Box Co., 443 Greewich St., N.Y.C. Walker 5-2114.

For Sale: 350 cases (6 No. 10 cans) Purity brand 100% pure Georgia cane sympat \$6.00 per case F.O.B. Davenport. Will sell any part or all. Sample on request. C. S. Taylor & Co., Davenport, Fla. Reference Dun & Bradstreet.

#### SALES LINES WANTED

Wanted: Candy and allied lines for the State of Texas, by established broken. Box K-371, The Manufacturing Confections.

Supply Lines Wanted: Salesman now caling on the candy manufacturers in the Phila. area desires good line. Box A-9718, The Manufacturing Confectioner.

Wanted: Candy and gum lines on brokeage basis for wholesale jobbing and chain trade in Virginia and the Carolinas. Box C-972, The Manufacturing Confetioner.

Wanted: Candy and allied lines. We have 20 years sales experience in same territory of Florida, Georgia and Alabama. 3 salesmen. Hubert Brokerage Company, 210-211 Candler Bldg., Atlanta, Georgia

NATIONAL SALES ORGANIZATION: CAN FINANCE OWN ACCOUNTS. THOROUGH COVERAGE ALL WHOLESALE CONFECTIONERS, GROCERS, DRUGS, CHAIN OUTLETS, VARIETY AND DEPARTMENT STORES. CAN PRODUCE PROMPT, SUBSTANTIAL, IMPORTANT RESULTS. WRITE BOX B-872, The Manufecturing Confectioner.

#### SALES LINES OFFERED

OLD ESTABLISHED FIRM REQUIRES HIGH CLASS SALESMAN SELLING LONG PROVEN CHOCOLATE CREAM INGREDIENT TO CHOCOLATE MANUFACTURERS FOR CHICAGO AND VICINITY, ALSO FOR COAST TERRITORY, LOS ANGELES, SAN FRANCISCO, ETC. LE ERAL COMMISSION, BOX A-9717, To Manufacturing Confectioner.

#### BUSINESS WANTED

Wanted: Candy plant, any size, anywhere in U. S. Address Box A-9721, The Manifesturing Confectioner.

THE MANUFACTURING CONFECTIONS

in from alongsid tendant well as a block offering

CHANGI

Bars 5 says in

Chicago also has

highest half of

Candy

Name h

& M. L. out the ship. Ir

cent of

sons, no

Pop's 1 Philade received in prett ined, w Seems l picture handsor ture, in

SELECTI Standar Mrs. Si candy the bes

World

Leather

WORLD Odom's round-t late alr

for Sej

#### Confectionately Yours ...

CHANGING TIMES: "All 6-Cent Candy Bars 5 Cents," that's what the sign says in the lobby of a neighborhood Chicago theater. The same theater also has taken to moving part of its candy counter out on the sidewalk in front of the filmhouse. Right alongside the boxoffice, its girl attendant vends candy to passersby as well as ticket purchasers. And just a block away, another theater is offering: "At Last—All You Want! Candy Bars by the Box! \$1.20." Name brands are included, too.

HIGHEST READERSHIP: On display in half of Buffalo transit vehicles, M.

close Green

Purity syrup t. Will equest.

or the broker.

w callin the A-9718,

brokerg and colinas. Confec-

e have

bama.

npany, eorgia.

: CAN THOR-ESALE PRUGS, D DE DDUCE

VT RE

HIGH

LONG INGRE-CTUR-CINITY,

TONE



& M. Ltd.'s transit ad (above), without the model, won highest readership. In a 30-day test period, 40 percent of the riders, or 175,000 persons, noticed the ad.

POP'S LOLLYPOPS: When a certain Philadelphia police sergeant recently received four lollypops all done up in pretty lace, explanations, as imagined, were in order at his station. Seems his teen daughter entered his picture in a school contest for "most handsome beaux." He won. The picture, incidentally, showed pop in his World War I Marine uniform, says Leatherneck Magazine.

SELECTED SLOGANS: Commended by Standard Rate and Data Service is Mrs. Snyders: "I can't make all the candy in the world, so I just make the best of it."

WORLD TOUR: Included in Capt. Odom's stay-awake diet for his round-the-world flight were chocolate almond bars.

## Advertisers Index

*Ambrosia Chocolate Co	
Amsco Packaging Machinery, Inc	
*Basic Industries, Inc. July '47 *Berry Copper Works, A. Aug. '47 Bond, John T. & Son	į
California Almond Growers   Exchange	5
*Clinton Industries, Inc. Aug. 47 *Cochrane Corporation Aug. 47 *Confection Machine Sales Co. 73 Consolidated Products Co., Inc. 94 *Corn Products Sales Co. 71	ı.
Dairyland Milk Corp.  Davis & Company Aug. '47  Detecto Scales. Inc. Aug. '47  Diagraph-Bradley 56  Diamond Cellophane Products 99  Dodge & Olcott. Inc. 2nd Cover  Domestic Egg Products. Inc. 56  Dow Chemical Co. 76  "Dreyer, Inc. P. R. 10  Dubin, R. M. 20, 21  duPont de Nemours, Inc., I. E. Aug. '47  Durkee Famous Foods, Div. of  Glidden Co. 33  Dyer & Company, B. W. 86	7706 189017
Economy Equipment Company 7: Equipment Finders Bureau 9: Ever Ready Label Corp. 6: Extrin Foods, Inc. 66	4
Felton Chemical Company, Inc., Aug. 4 Ferbo Company 6 Florasynth Laboratories, Inc., 3 Foreign Commodities Corp., 6 Fritssche Brothers, Inc., Fuchs & Company Aug. 4 Funsten Co., R. E., 8	7 8 2
Garden Fruit Specialties Co., Inc8 Glidden Company	5
*Handler and Merckens	0
Henry Co., John       6         Hooton Chocolate Co.       8         Hubbert Inc., B. H. & Son       8         Hubinger Co., The       9         Hummel & Downing Co.       6         Ideal Wrapping Machine Co.       6	2 2 0
Jordan, Stroud	9
*Kohnstamm, H. & Co., Inc	5 8

8 9 9 254
Lachman-Novasel Paper CoAug. '47 Land O'Lakes Creameries. IncAug. '47 Lehmann Company, Inc., J. MAug. '47 Lynch Package Machinery Corp. Aug. '47
*Magnus. Mabee & Reynard. Inc
Aug. '47
National Equipment Co
Oakite Products, Inc80
Package Machinery Company         Aug. '47           Page Industries, Inc.         88           Penick & Co., S. B.         87           'Penick & Ford, Ltd., Inc.         84           'Peter Partition Corp.         Aug. '47           'Pfiser & Co., Inc., Chas.         14           'Pitt & Sons' Co., The C. M.         Aug. '47           'Polak & Schwarz, Inc.         74           Polak's Frutal Works, Inc.         16
Radio Corp. of America         28           Regal Mig. Co.         79           Remus. Ed. A. & Co., Inc.         81           Republic Ribbon & Bow Co., Inc.         60           Riegel Paper Corp.         55           *Ross & Rowe, Inc.         70
*Savage Bros. Co. 67 *Schimmel & Co., Inc. 72 Seaman Box Co., Inc. 59 *Sennefi-Herr Co., Inc. 80 Shumann Equipment Co. 7 Simmons Dairy Products, Ltd. 90 Smidth. Al 52, 53 Solvay Sales Corporation 88 Speas Company 81 Staley. A. E. Mig. Co. 22, 76 Standard Brands, Inc. Aug. 47 Stehling Co., Chas. H. Aug. 47 *Sweetnam. Geo. H., Inc. 51 Swift & Co. 75 *Sylvania Div., American Viscose Corp. 3rd Cover
Tatiel Bros., Inc.         70           Tatt. R. C., Co.         89           Tri-Clover Machine Co,         11
Union Pacific Railroad4th Cover Union Confectionery Machinery Co., Inc95
*Vacuum Candy Machinery Co
Warfield Chocolate Co

\*For Detailed Reference Data, See The 1947 Blue Book.



#### On Labor-Management Communication

By JOHN A. PATTON

President, John A. Patton, Management Engineers, Inc., Chicago

The EMPLOYER who is really since. To share information with his employees, knows that the first logical step is to find out what the employee wants to know. This is accomplished today through opinion polls or morale surveys. There is no doubt in my mind that management is becoming more and more aware of the need for such polls, for statistics show that their use has increased 19 times over that of seven years ago.

Second, we cannot and must not forget that there is competition for the attention of the employee and that he will naturally give it to the most appealing material, whether it be the funny paper, his favorite radio program, or the labor news. And, incidentally, the labor press has recently been using comics very effectively

to attract attention of its readers.

Third, the material must be understandable, simple, and factual. We can really appreciate this when we realize that 61 per cent of the people of the United States, 21 years and over, have never gone beyond the seventh grade in school. The trouble with most of us is that we are likely to talk to the worker with an Oxford accent. Furthermore, letters from most company presidents are usually a mile over the employees head, by using such phrases as "fundamental concepts," "arrogant indifference," etc. We forget that what the employees don't understand they won't accept. We forget, too, that the three musts for material to employees are: (a) It must be read, (b) it must be understood, and (c) it must be believed.

Fourth, the material must be correctly timed. During periods of stress and trouble between workers and management, any special attempt to disseminate news is bound to be classified by the employee who received it, as propaganda. And in the timing of news, I doubt if one can consider the annual statement as sufficient. In any advertising campaign where the frequency of the impact is so spaced, there are few results.

Back in 1939 the National Conference Board conducted a contest and, from a very wide cross section covering 2,000 foremen and 226 companies, the results conclusively showed that foremen wanted:

1. To be assured of management's support.

2. Wanted a chance to contribute their viewpoints and experience when company policy affecting employees is being formulated.

3. Wanted more information about the company, its

objectives, and its problems.

Although these are some of the guiding principles for opening that line of communication, or narrowing that gap which has developed in recent years, this is

by no means in any sense of the word a substitute for personal contact by top-management.

Companies which are leaders in their field, especially regarding labor relations seem to have found the secret ingredient for successful labor relations programs. Yet they all differ in the programs they follow. The question is: "What is the common denominator?" To me. these are the common characteristics:

1. Top management has recognized the importance of the individual and above all has convinced him of it

2. The programs allow the employee to be heard, as

well as management.

3. Instead of making it a one-man job, they have made it the responsibility of every executive, supervisor, and foreman.

4. Each program has been a continual job, utilizing every available means to get it across, including meetings, pictures, magazines, and newspapers.

Or, stating it another way, the secret of a successful employee relationship is a sincere desire to do a job, and a lot of work by every management man.

I don't believe that the right relationship between the worker and his boss can be achieved overnight or in a year, because of the sheer number of misunderstandings, misconceptions, and uncertainties that cause the rift. It is a full time job for every management man to apply the principles of human engineering in his daily work. Only when such concentrated effort is exercised, can the trend be reversed and the road to harmony found.

An absolute understanding and harmony between company and company employees is asking the impossible, because we will always have differences—differences in objective or opinion-just as we will have such differences in matters of religion or politics. A mutual respect, and a worker's belief and confidence in management, is possible, however, and that confidence is needed if we hope to reconcile our differences. When all parties have confidence in each other, to the point where everything can be discussed and both viewpoints explained, we will have completed the foundation for industrial peace.

I can't, however, for the life of me see how the American way of life can possibly win out unless we in industry are willing to spend the necessary time, money, imagination to sell this free enterprise system of our to every employee in business with us, every hour, every day, and every year for the greater part of our living days on earth. (From a recent paper presented by Mr. Patton before the Illinois Manufacturer's Costs Ass'n.—Ed.)



#### "IMPROVED PACKAGING IMPROVES INCOME"

MR. CELLOPHANE

Looking for a new way to boost sales? Consider this novelty basket that lets the product do its own selling job. The Sylvania Cellophane bag gives maximum protection—and complete visibility. The simple container combines low cost with immediate sales appeal.

ort is

ad to

ween

npos

liffer-

such

utua

man-

ce is

When

points oints of

meri

hour,

Costs

ONES

Sylvania Cellophane has all the qualities

needed to keep confectionery fresh, clean and sanitary. Every step in its manufacture is constantly checked. This careful control assures not only uniform transparency and a high degree of strength but in addition provides a wrapper that won't stick to the contents—so important in packaging candy.

## SYLVANIA CELLOPHANE

Made only by SYLVANIA DIVISION

AMERICAN VISCOSE CORPORATION

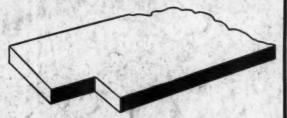
Manufacturers of cellophane and other cellulose products since 1929

General Sales Office: 122 E. 42nd Street, New York 17, N. Y.

Plant: Fredericksburg, Va.



## Nebraska\*



\* One of a series of advertisements based on industrial opportunities in the states served by the Union Pacific Railroad.

- LARGE SOURCE OF FARM PRODUCTS
- LEADER IN DAIRY PRODUCTS
- MAJOR LIVESTOCK PACKING AND PROCESSING CENTER
- AMPLE WATER SUPPLY
- NATURAL GAS, COAL, OIL AND ELECTRIC POWER
- RICH MINERAL DEPOSITS
- DIVERSIFIED INDUSTRIAL ACTIVITY
- STRATEGIC DISTRIBUTION LOCATION
- EXCELLENT RAIL TRANSPORTATION
- SKILLED, FAIR-MINDED LABOR
- NO SALES OR INCOME TAX

Industries engaged in the packing or processing of farm products find Nebraska a rich source of raw materials. Corn, grains, sugar beets, potatoes and other vegetables are grown in abundance.

Omaha is a leading meat packing and poultry processing center. It frequently leads the nation in livestock receipts, is located in the world's largest butter producing area, and houses the nation's second largest industrial alcohol plant.

In addition to agricultural activity, there is diversified industrial manufacturing

such as farm machinery, air conditioning equipment, fabricated steel, brick and tile.

Nebraska has large mineral deposits; gypsum, salt, potash, sand, gravel, stone, etc. Natural gas, petroleum and coal are readily available.

Of particular interest to industry is Nebraska's "pay-as-you-go" policy; no state sales, income or luxury taxes. It is a good place to work and live.

In Omaha are the headquarters of the Union Pacific Railroad which provides efficient, dependable transportation for shippers and travelers.



\* Address Industrial Department, Union Pacific Railroad, Omaha 2, Nebr., for information regarding industrial sites.

UNION PACIFIC RAILROAD

THE STRATEGIC MIDDLE ROUTE

